D 8523 B

# Gunmen attack Israelis in Cairo

World news

Gunmen attacked four Israelis in a BARCLAYS BANK, une of the four suburb of Cairo as they drove away largest UK commercial banks. suburb of Cairo as they drove away from an international trade fair. A group calling itself "Egypt's Revolution" claimed responsibility for the attack in which an Israeli women was killed and the other oc-

cupants of the car were injured.
They had been working in the Israeli stand at the trade fair. **Britain's Prince** Andrew to wed

hit a nea he d 16.20 der velled to li-

ious days; ve trading a res. Deche 47 to 50 pe

ring up a ming step

rbug and is

nd Take t

meresi que

S div 2916

ities that is

o Penne

and Toky

La 🛨

4. But 5005;

305c at 150

bread free.

792

Thomas

Persit Like

TI TISPESE

177.282

L. T. S. E.

harte lie

202 Am

CLE EL

霊の誰を

**还**63

mersk

1.21.25

ice aka 🗉 🏲

and filz

STAN ME.

Pi li k

10:300

÷العد الاخ

-rib-11-

E STUBE

THUE

)D\_

that the p Prince Andrew, second son of Queen Klizabeth and fourth in line to the British throne, announced his engagement to be married to Sarah Ferguson, Miss Ferguson, whose father is the manager of the polo team of Prince Charles, Prince indrew's brother, will take the title Princess Andrew upon her marri-age. Stock market 'effect', Page 11

### Air routes threat

Britain threatened a squeeze on US airlines operating into the UK unless Washington acted to end alleged discrimination against forestischer eign compenitors operating on lucturalization with the UK unless Washington acted to end alleged discrimination against forestischer eign compenitors operating on lucturalization with the UK unless the UK un

### Chad rebels clash

Chad said its troops killed 235 rebels in an attack on a guerrilla outpost at Chicha, 100 km north of the "red line", which splits the African country into a rebel-held north and a government-controlled south.

Palme 'suspect' freed Police in Stockholm released a Swedish extreme right-winger who had been charged with involvement in the murder of Prime Minister

### Finnish strike ends

Olof Palme, Page 2

More than 40,000 Finnish state employees were expected to end a two-day strike that has stopped all: trains and grounded most aircraft. They said they would begin an inde-finite strike in April if no pay deal

### Marcos 'donations'

Documents brought to the US by former President Ferdinand Marcos of the Philippines appear to contain a plan to make contributions to the 1980 election campaigns of both President Ronald Reagan and for-

### Madrid gang broken

Spanish police said they had smashed two gangs of thieves who caused alarm in Madrid's night spots by holding up fashionable restaurants and robbing diners at gunpoint.

### UK seeks ruling

Britain asked the European Court of Justice to rule as illegal a decision, taken by EEC agriculture ministers, to ban the use of hormones in cattle feed in the European

### Rabbi urges probe

Chief Rabhi Mordechai Eliahu, one of Israel's chief rabbis, urged former United Nations Secretary-General Kurt Waldheim to face an investigation in Israel in order to clear his name of an alleged Nazi past during the second world war.

Ugandan town seized Uganda's ruling National Resis-

# tance Army was poised to end the opposition from troops of the for-mer government after capturing

the northern town of Kitgum. Malamud dies

Bernard Malamud, one of America's foremost writers, died at the age of 71 in New York.

### Peru sacks police

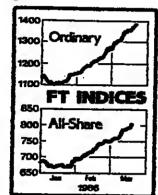
The Peruvian Government dismissed 238 senior police officers in its

latest corruption purge.

# Chase drops travellers cheques

Business summary

acquired for an undisclosed sum the Visa travellers-cheque business of Chase Manhattan Corporation.



LONDON gilts and equities surged in post-budget euphoria. The FT Ordinary index peaked with a 14.9 gain to 1,389.5 while the FT-SE 100 rose 15.4 to 1,659.8. Page 40

WALL STREET: The Dow Jones in-Tuesday's budget and Mr Nigel Lawson, Chancellor of the Exche-quer, held out the prospect of fur-ther reductions over coming dustrial average closed 1.92 down at

TOKYO shares were unsettled by a sharp fall in the yen. The Nikkei market average lost 162.78 to 14,476.54. Page 40

SINGAPORE stock exchange is to ease its broking regulations, setting the stage for greater foreign partici-

nation. Page 23; Market report, DOLLAR closed in New York at DM 2.2605, SFr 1.8945, FFr 6.9555 and Y176.90. It was firmer in London, rising to DM 22615 (DM 2.249), SFr 1.8955 (SFr 1.8835), FFr 6.955 (FFr 6.915) and Y176.95 (Y175.0). On Bank of England figures, the dollar's index rose to 117.2 from 116.7.

STERLING closed in New York at \$1.4940. It gained 0.25 cents against the dollar in London to 51.48 and rose to DM 3.3475 (DM 3.3225), SFr 2.805 (SFr 2.7825), FFr 10.2925 (FFr 10.2175) and Y252.0

tion rate would lead to further cuts.

Mr Lawson emphasised, how-(Y258.5). The pound's exchange-rate index rose 0.5 to 74.8. Page 33 GOLD fell \$2.75 on the London bullion market to \$347.75 and was \$4.25 lower in Zurich at \$347.00.In New

York, the Comex April settlement was \$350.80. Page 32

mer President Jimmy Carter.
Page 4

US ECONOMY grew at an annual rate of only 0.7 per cent in the fourth quarter of last year, 2.5 percentage points below earlier estimates. Page 20

MEXICO'S oil-export revenue fell 11.3 per cent in 1985 ahead of this year's international oil-market collapse. For the second consecutive year, the country's proven oil re-serves were down. Page 22

TEXACO, US oil major struggling to nullify a \$11.1m damages award to Pennzoil, has signed a joint US exploration venture with Nippon Oil of Japan. Page 21

INTERNATIONAL THOMSON OFganisation, Canadian publishing, travel and energy group, lifted net income from £99m to £111m

(\$182m) last year. Page 21 CITICORP'a \$680m takeover offer sent shares of Quotron, the Los Angeles-based financial information service, soaring on Wall Street

SONY, Japanese audio equipment manufacturer, suffered a 5.5 per cent fall in consolidated net profits to Y16.73bn (\$106m) in the year to end January. Page 23

KLÖCKNER-WERKE, West German steel and engineering group, reported a strong recovery in trading performance for the year to September, 1985, and forecast further significant progress in the medium term. Page 21

SNIA BPD, Stalian fibres, munitions and chemicals group of which Fiat is a main shareholder, is paying L378bn (\$244m) in shares for Bioengineering, a Fiat subsidiary.

# Mitterrand insists on veto over Chirac's ministers

MR JACQUES CHIRAC was yesterday involved in difficult negotia-tions with his coalition partners on the formation of a new government before being officially oppointed Prime Minister by President Francois Mitterrand, writes David

Housego in Paris. Mr Chirac bas given himself until today to put together his ministerial team for submission to the Presi-dent. Mr Mitterrand made clear that he maintained a right of veto over sensitive appointments such as foreign affairs and defence and as foreign attaits and defence and that he would not welcome in the Cabinet men who bad spoken strongly against him in his role of President of the Republic.

**UK** interest

rates cut

BY PHILIP STEPHENS IN LONDON

point to 11% per cent yesterday as

London markets reacted warmly to

The cut in base rates, signalled

by the Bank of England, was quick-ly fallowed by a %-point reduction

Sterling, share prices and govern-

nent securities all rose strongly in

London as post-budget optimism was strengthened by speculation that oil prices may now be stabilis-

The Confederation of British In-

dustry welcomed the reduction in borrowing costs, which it said would lead to more investment,

prosperity and jobs. Mr Lawson, in an upbeat mood

after the budget's favourable recep-tion in financial markets and in his own party; said he hoped that fall-

ever, that further reductions would

inflation rate and that the longer-

term outlook depended on the pace

There was no "guarantee" of low-

er borrowing costs and he would

have no hesitation in raising them

again if the outlook for prices deta-

Mr Lawson also said that the

halving of the oil price since last au-

tumn had weakened the objections to full British membership of the European Monetary System. There

were still objections to taking the

pound into the exchange rate me-

of pay awards.

riorated.

end on a continuing fall in the

in mortgage rates on home loans.

by 1 point

BRITAIN's leading banks cut their likely to bappen during the lifetime

ing world interest rates and an ex- ever, still remain well above those

pected sharp drop in Britain's infla- of its major competitors and com-

Germany.

base lending rates by 1 percentage of the present parliament.

The main victim of Mr Mitterrand's veto was Mr Jean Lecanuet, the president of the UDF, who indi-cated that Mr Chirac had wanted to affer him the post of foreign minis-ter but that Mr Mitterrand bad declined to accept him. He said he had refused any other post but reaffirmed that he would support Mr Chirac's government

The negotiations between Mr Chirac, the President and the rightwing parties are the first major sign of the change in the workings of the institutions of the Fifth Republic that last Sunday's election

Yesterday's cut in interest rates

followed a decision by the Bank of

England to reduce its dealing rates

for wholesale money market opera-tions. Barclays and other leading banks quickly followed with a 1-point reduction in their base rates.

The central bank said it acted fol-

lowing the favourable reaction to

the budget and in response to a number of other factors. The latter

is thought to refer to the view thet

there has been some slowdown in

the growth rate of the broad mea-

sure of the money supply, that the Government's fiscal policy is rela-tively bight, and that prospects in

The fall in base rates to 11% per

cent takes them back to the level during the second half of last year,

reversing the 1-point increase ap-

nounced in January when the

pound was under strong pressure

Borrowing costs in Britain, how-

on foreign exchange markets.

pare, for example, with levels of just over 4 per cent in West

yesterday, sterling shrugged off the base rate cut as speculation grew

that the Organisation of Petroleum

Exporting Countries might secure

some agreement on oil production

The sterling index closed 0.5 points higher at 74.8, while against

a generally stronger dollar the pound gained 0.25 cents to \$1.48.

On the London Stock Exchange.

UK budget reaction, Page 14;

Lex, Page 28; Money markets, Page 33; London stock market,

the oil market bave improved.

None the less, Mr Chirac yesterday played down reports of dis-agreements with Mr Mitterrand, ac were thus being described yesbetween them. He added: "Things game in the novel situation of a So-are working out normally." game in the novel situation of a So-cialist President and a right-wing Both Mr Chirac and Mr Mitter-

rand have at this stage a strong interest in avoiding a crisis and demonstroting that "cohabitation" beter of opposing parties can work

nominated boods, amid the fall in

It took advantage at the same time of institutions' desperation to

buy long-term sterling bonds as

bank base rates were cut yesterday,

and of a change in stamp duty an-nounced by Mr Nigel Lawson, the

iomestic bond issues was quickly

With its issue led by Morgan

Such covenants place restrictions

said it remained to be seen whether

British institutions would keep the

bonds as a long-term investment.

paper without covenants.

ability to make disposals.

interpreted in the markets as driv-

Tuesday's budget speech.

from stamp duty.

term bonds.

institutions.

and damage its image.

The first round of discussions besaying there were no real problems terday as defining the rules of the Prime Minister.

Throughout the day Mr Chirac saw individually and in groups the leaders of the different components tween President and Prime Minis- of the UDF. In clearly difficult "horse-trading," his problem was to find them posts that corresponded Cabinet men who had spoken strongly against him in his role of President of the Republic.

That assertion of presidenbial authority increased Mr Chirac's difficulties in drawing up o list of minis
The workings are the workings smoothly.

One difference yet to be resolved, however, is Mr Chirac's wish to accelerate his legislative programme through having new laws adopted by decree. The advantage of that is

ters that reflected the balance of farces between his own neo-Guillist as the President has also controlled the majority in the National Assembly as the majority in the National Assembly as the Elysée Palace, who is expected to the term of the Elysée Palace, who is expected to the term of the Elysée Palace, who is expected to the term of the Elysée Palace, who is expected to the term of the Elysée Palace, who is expected to the term of the Elysée Palace, who is expected to the term of the Elysée Palace, who is expected to the term of the Elysée Palace, who is expected to the term of the term to be the new finance minister. Mr Philippe Mestre, a close sup-porter of Mr Raymond Barre, the

former Prime Minister, who has de-nounced cohabitation as unwarkable, described this process of consultation as a difficult pregnancy." The RPR and the UDF have said that one of their first priorities in the new Assembly will be to bring back single-constituency ma-jority voting, which would have giv-en them a much larger majority in

the Assembly. Mr Jean-Marie le Pen, the leader of the extreme right-wing National Front, said last night that his movement, with 35 deputies in the new Assembly, would oppose such a move.

### Singapore set to (\$2.3hn). A successful bid would catapault the Reichmann family, Olympia's major shareholders, into a leading force in the Canadian energy industrice in the Canadian energy industrice in the Canadian energy industrice. ICI's £ **Eurobond** place \$1.8bn breaks new **Boeing order** ground By Alexander Nicoli in London

STRONG DEMAND for sterling-de-SINGAPORE International Airlines British interest rates, led imperial Chemical Industries yesterday to launch a £100m Eurobond issue, 14 Boeing 747-400s, the new long-range, fuel-efficient jumbo aircraft. The order will be coupled with which challenged the traditional preferences of British investing

the disposal of some of the airline's existing fleet but may also carry opbons on further 747s. It will immediately provoke a no-holds-barred competition for orders between en-gine suppliers Pratt & Whitney of the US, which is SIA's main supplier; General Electric, also of the US;

Chancellor of the Exchequer, in and Rolls-Royce of the UK. The airline is also approaching a His imposition of stamp duty on final decision on the expansion of its fleet of smaller twin-engined airing investors into Eurobonds, which 757s and Airbus A-310s. Three new as bearer securities are exempt aircraft are believed to be involved,

and possible options on more. Eurobonds are typically issued without covenants. But virtually all The decision is important, since a choice in favour of the 757 would sterling Eurobond issues have been yield a better jumbo deal. But there for medium-term maturities. UK inmay equally be a preference for the stitutions' preference for long-term more popular Airbus, and the Euro-pean consortium is keen to offer its paper with covenants has limited borrowers' ability to issue longown proposed long-haul aircraft. the A-340, as part of a larger pack-

Grenfell and Lloyds Merchant Teams from the aircraft manu-Bank, ICI, by introducing a 17-year Bank, ICI, by introducing a 17-year facturers and engine suppliers are maturity to the Euro-sterling market for the first time, challenged positions with the airline, which UK institutions to buy long-term and six Airbus A-310s.

on issuers' overall borrowing, stipu-late adherence to specified financial The airline's fleet, one of the performance ratios, or limit their Yesterday's strength in the sterling bond markets meant that insti-tutions were virtually forced to buy from 1988 onwards and would cointhe ICI paper without worrying whether it was covenanted. Dealers cide with the disposal of the

SIA has long been interested in (SIA), the island state's national the 747-400, and had hoped to beflag earrier, is expected shortly to come "launch operator" until North-announce a \$1.8bn order for at least west Orient Airlines snatched the honour with an order for 10 aircraft last October.

Northwest Orient's aircraft will be powered by Pratt & Whitney's new fuel-efficient PW4000 engine, a choice that might propel the United Technologies subsidiary into an even stronger position to bid for the

But keen competition is expected from General Electric, whose CF6-80-C2 engine, unlike the PW4000, is already in service on other aircraft. If Rolls-Royce bids, it would offer an upgraded version of craft, with a choice between Boeing the RB 211-524D4D engine. Ironically, SIA's current dependence on Pratt & Whitney might actually help its two competitors

SIA wants the 747-400 in order to offer customers daily non-stop flight each way between Singapore and London all year round. Because of headwinds and existing safety margins, the airline can at presen offer non-stop flights only one way, from London. They have proved highly successful.

Other international airlines interested in the 747-400 include Cathay positions with the airline, which last surprised the world in May 1983 by placing a State and Lufthansa, and here both Rolls-1983 by placing a \$1.4bn order for six Boeing 747s, four Boeing 757s and six Airbus A-310s.

Royce and General Electric hope to squeeze out Pratt & Whitney for engine orders. The timing of an announcement

world's youngest, stands at 29 air-craft - nine Boeing 747-200s, 10 clear. But if SIA goes for more A-747-300s, four 757s and six A-310s. 310s, a second engine competition The new jumbos would be delivered could be expected, because Pratt & Whitney no longer manufactures the engines powering the airline's of C56bn but contribute more than present aircraft.

### Reichmann bid values Hiram Walker at C\$3.2bn

By Bernard Simon in Toronto

GULF CANADA, the resources group controlled by Toronto-based property developer Olympia and Ynrk, is to bid for control of Hiram Walker Resources, the Canadian energy and distiller spirits company whose brands include Canadian Club Whiskey, Ballantine's scotch and Courvoisier cognac. Gulf's offer values Hiram Walker at CS3.2bn (S2.3bn).

A successful bid would estamanit

try and give them an important stake in the international drinks

market. The Reichmanns have shown an interest in diversifying from property into natural resources since acquiring control of the newsprint maker Abitibi-Price five years ago. Olympia bought control of Gulf Canada from the latter's US parent last year and owns 80 per cent of its

common shares. Gulf Canada said yesterday thet it planned to offer CS32 in cash a share for up to 26m of Hiram Walk er's common shares and C\$28% for each of 14m outstanding first series, class D preference shares.

The bid, valued at C\$1.23bn, covers 38 per cent of Hiram Walker's ontstanding voting shares.

If insufficient preference shares were tendered to meet Gulf's target, the company would raise the maxi mum number of common shares to be purchased. Olympia and York, which already holds about 11 per cent of Hiram Walker's voting shares, said that it would not tender any of its boldings under the offer,

Olympia and York has restruc-tured Gulf Canada into a holding company for its natural resource in terests, including Abitibi-Price and the oil and gas exploration and production operations bought from Gulf of the US, Olympia has disposed of Guif Canada's downstream assets, including refineries and ser vice stations.

Earlier this year Gulf Canada announced a promising discovery in the Beaufort Sea which may be deday that one reason for Gulf's interest in Hiram Walker might be the latter's 34 per cent holding in Interprovincial Pipeline, which operates the longest crude oil and liquids pipeline system in North America.

Distilled spirits make up only 29 per cent of Hiram Walker's assets half its operating profits.

### chanism, however, and he was non-committal on whether that was Page 36 Money markets, Page 33 London to reform SE council

gilt-edged prices soared.

BY JOHN MOORE, CITY CORRESPONDENT, IN LONDON

maximum of 25.

The exchange, announcing the plans yesterday, said the governing body should be representative of the future range of businesses with-

The plans were drawn up after stock exchange members last June defeated a proposal that would have led to the transfer of membership of the exchange from individuals to Officials have since then sought

to devise a scheme to give new out-side groups, such as Merrill Lynch and Nomura, which are joining the exchange, an involvement in the running of the market appropriate to their size.

are planned by the London Stock Independent "lay members" drawn Exchange in an effort to give large from the wider business community financial groups now entering the market more influence in its run- on the council, would have more ning. The moves are likely to re- seats. Not less than one quarter of duce the exchange's ruling council the council and not more than one from the present 52 members to a third would be drawn from various outside business interests.

The lay members would repre- the committees. sent the public's interest and the interests of users of the exchange. The number of exchange securities dealers who hold places on the council would fall sharply. Assuming the council has the maximum number of seats indicated in the new scheme the exchange's practitioners could lose 30 places. The exchange intends to ensure an appro-priate spread of representation and plans that the new council will be in place by June 1967.

The large outside financial groups now moving into the exto their size. change, either by acquisition of firms, or by seeking individual corposed that council membership re- porate membership, will gain more

RADICAL constitutional reforms duced from 52 to a maximum of 25. influence through participation on a range of standing committees.

Executive and rule-making pow ers would in effect be delegated to the committees by the council. The council would have representation on the committees and practition ers from various firms, including newcomers, would be co-opted on to

Some of the moves will need amendments to the exchange's principal constitutional document the deed of settlement, and will have to be put to a vote. A 75 per cent majority might be required or important issues

Last night there was some dis-content among smaller firms on the exchange. It it is seen as a step which disenfranchises the members, the exchange will have trouble," said one member.

Editorial comment, Page 18; Feature, Page 19; Paris bourse rule change, Page 21; Business

### TO EXPLOIT CALIFORNIA'S BUSINESS OPPORTUNITIES, TALK TO CALIFORNIA'S **BUSINESS BANK.**

Union Bank of California is a wholly-owned subsidiary of the Standard Chartered Group - and the only major bank in California to specialise in the corporate sector.

Providing highly-advanced services in areas such as cash management, credit, trade finance and corporate finance to one of the most dynamic business communities on

And offering you the services of a network of offices in California.

Union Bank's communications systems are fully integrated with Standard Chartered's, so we can put you in touch through any of our 2,000 branches in over 60 countries worldwide.

Contact us for more information. It could open up a new world of business potential.



STANDARD CHARTERED BANK, HEAD OFFICE 18 BISHOPSGATE, LONDON ECON 40E.



### \_ CONTENTS

America ..... 4 Companies ..... 21, 22 Overseas ...... 3

### Eurobonds ...... 24 ncial Futures ...... 33 World Trade ...... 6 Letters ...... 19 Companies ..... 26-28 Market Monitors ..... 40 Men and Matters ....

Management: Rowntree Lex: Rank; Philips; world

gold extraction ...... 9 borrowing ...... 24 Editorial comment: EEC UK: discount houses face

US: campaign against San- Britain: the post-budget World trade: agreement on West Germany: Stuttgart, 

enters new world market... 8 share markets .......... 20 Technology: new method of Greece: prospects for new

standards; London SE ... 18 radical changes ....... 27

# Cheysson promises talks with Argentina

THE DISPUTE between Britain and Argentina over the Falkland Islands remains a legal, but not necessarily a practical block to closer co-operation with the European Community, Mr Claude Cheysson, the European Commissioner responsible for reletions with Latin America, said yesterday.

He ruled out any early prospec of a new formal co-operation agreement between the EEC and Argentina because of the latter's restriction on trade links with the UK. But he promised continuing dialogue and frequent meetings on commercial, economic and political

Foreign Minister, was speaking af-ter a day of talks with Mr Dante Caputo, the Argentine Foreign Minister, in Brussels.

Apart from the Falklands dispute, the two sides remain opposed on questions of agricultural trade the issue on which the last co-oper ation agreement was broken off by Argentina in 1980, two years before the Falklands' conflict.

Mr Caputo said that in spite of the differences, "they should not conceal the fact that we do have common interests.

His visit was of "greet import-ance," and he stressed the need to "maintain e political dialogue with the Community."

Mr Caputo said the Falklands' dispute was a bilateral matter which had to be settled with the British Government. He simply repeated the outcome of the United Nations' vote in favour of reopening negotiations, in which several EEC member states voted against the British rejection.

FINANCIAL RESULTS

# Shultz follows Howe to Athens for discussions with Papandreou

BY ANDRIANA IERODIACONOU IN ATHEMS

British Foreign Secretary, and Mr George Shultz, the US Secre-tary of State, will pay official visits to Athens within e few days of each other for talks expected to concentrate on Cyprus, the EEC, Nato, East-West relations and the contro-versial issue of US hases in

Sir Geoffrey, who will be the first British Foreign Secretary to visit Greece since 1944, when his predecessor Anthony Eden flew with Winston Churchill to Athens for an attempt to damp down the hurgeoning Greek

SIR GEOFFREY HOWE, the with members of the Greek Gov- bases so early, hinting at the British Foreign Secretary, and ernment tomorrow will include same time that he would be will-

More drama surrounds the visit of Mr Shultz, who is due to to force a showdown on the arrive on Monday for another hases is the question being hotly normalize Greece's role in

a meeting with Mr Andreas
Papandreou, the Prime Minister.
More drama surrounds the

Whether Mr Shultz will try

what will happen to the four visits. Both are expected to EEC and Anti-Nato platform in military bases after 1988, when the five-yeer defence and economic co-operation agreement signed with the Greek Socialist Government in 1983 runs out.

Description agreement of the first since the between Greece and Turkey in disastrous summer and autumn the cause of Nato unity. civil war, will be the first to arrive today for a three-day visit.

Recently, however, the Greek of 1985, which saw two air hit through the start of a political prime Minister warned Washing- jackings from Athens and the dialogue between Athens and ton strongly not to press for e bombing of a Glyfada beath Ankara. Britain and the US are "yes" or "no" answer on the hotel full of British tourists, particularly anxious to ace an

an unprecedented way to alliance exercises in the Aegean Aegean and Cyprus problems security co-operation. Follow-up and to revive plens to set up measures will be discussed and a new Nato headquarters in

Both men are also expected to dwell on the need to two full days of talks.

The original idea was that the US Secretary of State should pin Mr Pspsndreou down on subjects in common during their ists came to power on an anti-

northern Greece which have been held np hy Greek-Turkisb differences on the sharing of

operational control. This will lead inevitably to e discussion of Cyprus. Mr Papandreou has linked the start of a dialogue with Ankara to the termination of Turkey's 11year military occupation of north Cyprus. Much ink has been spilled in both the Greek and Turkish press in specula-tion about whether Britain and the US might be ready to assume the role of honest broker and whether Sir Geoffrey or Wr. Shultz might

Greece has opened the door in end to the Greek boycott of pull a "package deal" on the from their briefeases. However, that seems

unlikely: British and American officials say there is no change in their present policy to treat the Greek-Turkish quarrel as a hilateral one which the two sides must be encouraged to

settle on their own.
The official line is that London end Washington both support mediation efforts by the United Nations Secretary-General, Mr Jevier Perez de Cuellar. These are expected to yield the third draft settlement assume the role of honest plan for the island since broker and whether Sir January, 1985, at the end of Geoffrey or Mr Shultz might March.

# Craxi coalition shows strain of two and half years in power

BY JAMES BUXTON IN ROME

MR BETTINO CRAXI, Italy's Finance Bill. Christian Demo-Socialist Prime Minister, yester-crat MPs again and egain used day began talks with his coalition partners aimed at deciding the future of his government, which has now lasted longer than any other in Italy's post-

war history.

Although Mr Craxi's personal position is strong, his five-party coalition of Christian Democrats, Socialists, Republicans, Social Democrats and Liberals is disunited and lacking in purpose. This is e direct consequence of the fact that it has quence of the fact that It has heen in existence for more than

two and e half years.

The Government has achieved many of the easier objectives in its programme which was drafted with a relatively the standard government in which was drafted with a relatively short-lived government In mind. The longer it has lasted, the greater has grown the discontent of those MPs, principally the large Christian Democrat party, who were not given ministerial and other posts when it was formed in August 1983.

the secret ballot procedure to elly themselves with the Com-munist and neo- Fascist opposi-tion and hring the Govern-ment's defeat.

The questions of drafting a new programme and reshuffling

and Mr De Mita eppears to be in little hurry to evict him. For one thing he would have no good public reason to do so:

improved Italy's economic improved Italy's economic prospects for this year.

For Mr De Mita there would also be the tricky question of finding a role for Mr Craxi if he were no longer Prime Minister. The Christian Democrat leader is eware, too, that his party has actually benefited in electoral terms while Mr Craxi has been Prime Minister, However, strong as the case might be for leaving things as

ar Cirieco De Mita, the Christian Democrat leader, is said to have agreed with Mr rain Craxi when he took office that the Socialist leader would remain Prime Minister until about half way, through the present parliament. That point has now been reached. present parliament. That point has now been reached. The last date for the next general election is June 1988.

Mr Craxi, however, is determined to stey at Palazzo Chigi, the Prime Minister's residence, and Mr De Mita expears to Chigi, with strict guarantees of a hand-over to a Christian Democrat weil before the end of the present parliament. Mr Craxi, on the other haod, insists that there is no reason for him not to serve a full term.

that there is no reason for him not to serve a full term. If egreement can be reached ministerial and other posts be in little hurry to evict him, when it was formed in August For one thing he would have no good public reason to do so:

This discontent overflowed earlier this year when Parllathe fall in the oil price and what to put in the new ment was considering the dollar have greatly government programme.

# Bonn and US sign basic accord on

SDI participation WEST GERMANY and the US Bsveria, where they earlier profit, from being progressively have reached basic agreement watched joint German-US mill- forced off UK-US routes, is to exerman participation in President Ronald Reagan's Strategic 'Defence Initiative (SDI) pro-gramme and hope to seal en accord next week, Renter re-ports from Grafenwochr.

Chancellor Helmut Kohl told e joint news conference after talks with Mr Caspar Wein-herger, the US Defence Secre-tary, that "besic problems have heen cleared awey" with regard to Bonn's role in the so-called Star Wars project. Mr Mertin Bangemann, the Economics Minister, is to go to Washiogton next week to conclude talks. Mr Weinberger sald: "We heve hasie agreement on SDI and I'm looking forward to hev-ing en agreement completed and signed in very short time." Mr Kohl said negotiators would

drewt two parallel egreements in the next few days, both to be signed later by Mr Bangemann.

The agreements are expected to cover Boun's hecking for West German companies teking part in SDI research and the framework regulation use of technology developed under SDI

on a pact governing West Ger- tary exercises.

President
Strategic a strong government accord underlining Bonn's endorsement for the SDI plan to research the feasibility of an antimissile defence system.

But influentiel liberals in Mr Rohl's centre-right coalition-heve held out for a low-profile, commercial pact putting SDI contracts in the overall context of improved high-technology cooperation.

Washington would heve preferred the egreements to he signed by Mr Weinberger's West German counterpert, Mr Manfred Woerner, but Bonn epparently refused.
Mr Bangemann bas led nego-

tietions on West Germany's SDI role since the cabinet decided 14 weeks ago to seek a role in the controversial \$26hn research

project.
Unlike the secret SDI pact Mr
Weinberger signed with tha
British Defence Ministry, Boon
is expected to insist that its agreement he public.
The Kohl-Weinberger talks

were seen as a bid to accelerate the negotiations so an agreecontracts.

Mr Kohl and Mr Weinberger ment could he signed hy the spoke to reporters et the US military base at Grafenwoehr in by the Bonn Government.

### UK to outline nuclear arms plan at Nato talks

BY BRIDGET BLOOM, DEFENCE CORRESPONDENT. IN WURZBURG, BAVARIA

its nuclear deterrent, with the introduction of Trident submarines and new battlefield weapons, will be dis-cussed for the first time in nearly six years by Nato's Defence Minis-ters when they meet here today and British officials insist that the full

Nato briefing on the UK'a deterrent, the first since 1980 when Britain opted to replace the present Po-laris nuclear missile system with the £9.8bn (514.4bn) Trident, will contain no surprises.

Defence Ministers are meeting as

Neto's Nuclear Planning Group (NPG) in a regular bi-annual session. Mr George Younger, attending his first Nato meeting as UK De-fence Secretary, is said to have felt it appropriate that his colleagues should be brought up to date on Britain's nuclear plans.

However, the timing is seen as significant in two respects. Mr Younger will be able to explain to the meeting why the UK intends to continue modernising its ouclear forces and sees no role for them in the current US-Soviet arms control negotiations, et least until major cuts have been made in super-power arsenals,

The briefing will also enable the UK to explain its role in the moder-

RRITAIN'S PLANS to modernise nisation of Nato's short-range or battlefield nuclear weapons, which has been the subject of some wrangling within Nato over the past few

> Detailed plans to reduce these weapons by about 1400 warheads by 1988 and to modernise the remaining 4600 bombs, shells and missiles in the 1990s have been produced by Gen Bernard Rogers, the Supreme Nato Commander in Europe, and has caused some dissen tion on both political and cost grounds within the alliance.

Britain is apparantly little affected by the first phase of reductions But plans to modernise the UK's own battlefield weapons, including the possibility of its "free fall" bombs being replaced by missiles, would be involved in e secondstage, more costly update. The NPG is the most secretive of

Nato's bodies with even its agenda remaining unpublished on security

As the alliance's main forum for discussion of nuclear matters ministers are expected not only to review the latest state of super-power arms control negotiations but also to hear from the US on the progress of its Strategic Defence Initiative research programme.

# Warning by Britain on **US** flight regulations

By Waiter Ellis in London

BRITAIN yesterday threatened a squeeze on American airlines operating into the UK unless the US authorities acted to end alleged discrimination against foreign competitors operating the lucrative North Atlantic routes.

The threat comes against the background of Anglo-American talks on eviation issues, due to be resumed this week in New York.

Mr Michael Spicer, the Aviation Minister, told the American Cham-ber of Commerce in London that it was "deplorable" that actions and ettitudes in the US had forced the UK Government last week to post-pone its promised privatisation of British Airways.

In the course of an unusually

hard-hitting speech on the eve of important negotiations, he said US airlines were increasingly monopolising traffic operating in and out of their "home" airports and thereby denying European airlines free access to the American domestic market - the biggest of its kind in the world.

He also repeated the Government's claim that application of American anti-trust legislation to foreign airlines represented an unreasonable threat to their opera-

Four years after the collapse of Laker Airways, with all its atten-dant litigation, the possibility of future court actions made it extremely difficult to write e prospectus for British Airways that could be mar-

ketable in the UK.
"One of the fundamental rules of international aviation is that competition must be fair and equal," Mr Spicer told his audience made up mainly of American and British businessmen. "On the At-lantic [route] it is not."

On anti-trust, Mr Spicer said it was unacceptable to Britain that the US should permit the unilateral application of its anti-trust law and its courts - including the claimed jurisdiction over persons and documents in the UK - to judge the le-gitimacy of fares by different criteria, and potentially to award big treble damages against the airlines

that charged them. Faced with these difficulties, the Government was doing what it could to rectify the "competitive im-

"But we are not making much progress. The only practical means we have to protect our airlines, which are perfectly competitive in terms of price, performance and cise some restraint on the capacity of US airlines."

The minister warned of "very serious damage to our airlines unless some sort of relationship could be established between demand and seats offered.

The Anglo-American air market is regulated by a bilateral air service agreement known as Bermuda Two, dating from 1977.

The capacity control annex of the agreement expires in July and, according to the minister, the continuation of an agreed mechanism for preventing excessive capacity on the Atlantic routes is essential.

### Poland cuts back on book imports By Christopher Bobinski

POLAND'S hard currency payments problems have affected im-ports of Western journals and books, purchases of which are ex-pected to fall this year to the dismay of – among others – academics concerned at the growing scientific gap between Poland and the West.

Delays with securing cash allocations from the Polish Government this year have meant that only now are orders going out and payments outstanding from last year being

In the meantime, Western newspapers have disappeared from pub-lic reading rooms in major cities and universities. Companies and journalists have had to go without their already much diminished subscriptions.

Last year Poland spent \$3.3m on 8,332 titles compared with 1980 when \$9.7m was spent on 10,000 titles - and 1974 when a record 12,416 titles were imported.

PINANCIAL TIMES Published by The Financial Times (Europe) Ltd., Frankfurt Branch, represented by E. Hugo, Frankfurt/Main, and, as members of the Board of Directors, F. Barlow, R.A.F. McClesn, G.T.S. Damer, M.C. Gorman, D.E.P. Palmer, London, Printer: Frankfurter-Societies-Druckerel-GmbH, Frankfurt/Main, Responsible editor, C.P.P. Smith. Responsible editor: C.P.P. Smith, Frankfurt/Main. Guiolleitstrasse 54, 6000 Frankfurt am Main 1, C The Financial Times Ltd, 1966.

The Financial Times Ltd, 1986.
FINANCIAL TIMES, USPS No. 190540, published daily except Sundays and holidays U.S. subscription rates \$365.00 per annum. Second class postage paid at New York, N.Y. and at additional mailing offices. POSTMASTER: send address changes to FINANCIAL TIMES, 14 East 60th Street, New York, N.Y. 10022.

# EEC aims to lift TV barriers

THE EUROPEAN Commission yesterday finalised its plans to open up tive include:

the television market in the EEC A maximum of 15 per cent broadand break down the national barricasting time allocated to advertise the said, such as stricter con-

ceptable standards for all the mem-ber-states so that television viewers ing to 60 per cent; will be able to receive programmes • A ban on tobacco advertising and from any other Community strict rules on liquor advertising;

the EEC governments and state mer hroadcasting concerns, which are • Common standards for satellite worried at the loss of national con-transmissions - the so-called MAC-

trol over television standards. Commissioner responsible for the independent European programme internal market, as "the minimum regulatory system we think will be acceptabla to all the member-

From the review by The Chairman, Mr. L. Boyd.

The financial results for 1985 showed a marked improvement over 1984, owing mainly to an increase in export earnings. The weakening of the rand and a sustained high level of activity in the group's main overseas markets

resulted in higher seles of all products. The substantial increase in steel exports, particularly semi-finished products, necessitated the commissioning of the second fron plant from July 1985. Overall, the local steel market was weaker

from July 1985. Overall, the local steel market was weaker during the year and there was decline in the domestic order load towards the year end.

Earnings per share increased to 58.0 cents compared with 38.9 cents in 1984. The attributable profit was R40 595 000 after providing for net financing charges of R33 650 000, and depreciation of R32 298 000.

Owing to investment and other allowances on capital expenditure, no provision for tax was necessary. The group's deferred tax provision totals R102.3 million, and this should ensure thet the tax charge in later years does not ebsorb a disprepartionate amount of income carped in

not ebsorb a disproportionate amount of income earned in

those years.
As stated in the Interim report, Highveld acquired the entire issued capitel of Rheem South Africa (Proprietary)

Limited, and arrangements to convert Transalloys (Proprietary) Limited to e wbolly-owned subsidiary company were concluded.

company were concluded.

In view of the results achieved, a final dividend of 16 cents per share has been declared. The total dividend is 24 cents a share compared with 17 cents a share in 1984.

The group turnover at R662.1 million, and export earnings at R372.5 million were both at record levels. Profit margins showed an improvement over 1984 but continue to he adversely affected by interest charges, strip mill development costs, commissioning costs of No. 2 iron plant and the competitive markets for steel.

World steel production in 1985 was slightly higher than in the high growth year of 1984. Production in the United States fell by 4 per cent, although best estimates would indicate that the consumption level remained the same, the difference being made up from an increased level of imports. The key issue in the world steel industry in 1985 was once again the level of imports into the United States.

was once again the level of imports into the United States. The commitment of the South African Department of Commerce to the terms of the bileteral agreement with the United States Department of Commerce restricted South African steel exports to the United States to a significantly reduced proportion of apparent consumption compared with the previous year. Notwithstanding the efforts made by the United States Department of Commerce to establish similar hilsteral agreements with extensions.

similar bileteral agreements with other exporting countries, steel imports still rose to an all-time bigh in the middle of the year. By the year end, most hilateral agreements had been finalised, and 1986 should see a more stable US ateel industry.

Steel consumption throughout the centrally-planned economies of Eastern Europe has else thoughout magning.

economies of Eastern Europe bas elso shown only marginal growth in 1985, whilst the growth in the People's Republic of China has been modest and reportedly inhibited by weaknesses in the infrastructure. In summary, the best estimate of global apparent steel consumption for 1985 is

estimate of global apparent steel consumption for 1985 is 718 compared with 713 million metric tons in 1984 and the International Iron and Steel Institute forecasts that world consumption for 1986 will be et a similar level.

The higgest impact on Highveld's steel export performance was the decline in value of the rand. In recognising that the economic forces determining the value of the rand were not temporary in nature, the decision was taken to commission the second iron plant and to develop the group's participation in the world trade in semi-finished steel products.

Economic conditions in South Africa in 1985 were as

Economic conditions in South Africa in 1985 were as difficult as in 1984 and preclude the possibility of any improvement in Highveld's domestic sales performance.

After an uncertain start in January 1985, the expected steady strengthening of the vanadium market was evident through the first two querters of the yeer. However, the

market in the third quarter evidenced the weakness usually associated with the northern hemisphere summer holiday shutdowns and prices softened. The group's sales were therefore cut back in the third quarter and some improve-

ment in volume terms was seen in the fourth quarter. This improvement was not as great as expected, and prices for

ferrovanadium and vanedium raw materials remained under pressure throughout the second balf of the year.

This pressure in prices was related to the potential for an oversupply situation, but it was equally clear that the problem was exacerbated by manipulative deals of

(Incorporated in the Republic of South Africa)
Registration No. 60/01900/06

"Highveld Steel achieves excellent export earnings"

ers to cross-frontier broadcasting.

The aim is to set minimum ac
At least 30 per cent of non-news

 Limits on the use of copyright to It seems certain, however, to run prevent cross-border transmissions into fierce resistance from many of but guarantees of adequate pay

packet family including both C-MAC and D2-MAC; The plans were presented yester MAC and D2-MAC; day by Lord Cockfield, the British Finance and encouragement for

makers. Lord Cockfield rejected any suggestion that the plans would impose stricter standards on individual national channels, pointing out, for example, that the minimum level of Its aim was to provide a liberal system "to encourage the utmost freedom" of broadcasting coinciding European programmes was over 60 with the spread of cable and per cent for all member-states al-

traders in vanadium materials, by an aggressive protection of market share by some producers, and by inconsistent inventory policies on the part of the steel producers. It remains Highveid's view that the producers and consumers of vanadium materials are best served by a stable brice

In 1985 and the roasting fecility at Arkansas in the USA was permanently closed down to allow its replacement by

e new solvent extraction process for the recovery of vanadium pentoxide from Venezuelan flexicoke. Neither

vanadium pentoxide from Venezuelan flexicoke. Neither this new process nor any other capacity from alternative sources is expected to make an impact on vanadium pentoxide availability in 1986. In this respect, the portion of the Chinese production allocated to exports is unlikely to increase significantly while their efforts to utilise vanadium for domestic purposes continue to be e priority. Consumption in 1986 will in all probability be similar to that of 1985, in line with the general expectation for world steel production. Production should, on balance, remain unchanged or increase slightly, and capacity utilisation, therefore, would increase as a result of the plant closures mentioned above. Prices at which ferrovanadium and vanadium pentoxide are reported to be offered in the major markets are now increasing from the lower levsl reported at the end of 1985, which should reassure the converters and primary suppliers that the industry can expect returns in 1986 which will relate more sensibly to the cost structure. Against this hackground,

sensibly to the cost structure. Against this hackground, the indications are that consumers can expect e greater degree of stability in prices, with adequate availability.

Free World Primary Vanadium Pentoxide Capacity,
Production and Consumption Balance
Million Ib vanadium pentoxide equivalent

estimete

86

Apart from the political situation, the inflation rate remains the biggest problem facing South African industry. The statement by the Government early in 1985 that a concerted effort would be made to bring the South African inflation rate under control geve some cause for hope. However, this did not eventuate, and in fact the inflation rate reached a new record level of 18.5 per cent at the end of December 1985. The disparity between the South African inflation rate and that of its major trading partners is of presse concern and if allowed to continue will seen

greate concern and, if allowed to continue, will soon negate the temporary export advantages arising from the weak rand, and will result in South African products being

The future is uncertain, and so much depends on how

far South Africa progresses on the road to reform, both politically and ecocomically. Real progress was made in 1985, but many of the major reform issues were debated without resolution. The State President's speech at the

opening of the current session of Parliameot was positive, but it is vital that action follows the words during 1985 in order to ensure a prosperous future for all South Africans.

It is therefore particularly difficult to make specific predictions, but some recovery in the domestic economy is expected in 1986 and, on halance, the overseas steel markets are likely to be at a similar level to 1985. With the

closure of vanadium operations mentioned earlier, the market for the corporation's vanadium products is likely to be maintained. The internetional supply/demand situation with regard to ferro-alloys will result in further pressure on prices, but it is expected thet participation in

this market will not be reduced in the current year. Provided the overseas market for hillats is maintained, and

as long as any upturn in the rand is matched by increases

in dollar prices, it is expected that the iron and steel plants will continue to operate at near capacity during 1986. Consequently, earnings in 1986 are expected at least to

South Africa

Consumption

Total

China

Total

The annual general meeting will be held at 44 Main Street, Johannesburg, on 9th May, 1986.

North America

Western Europe 7

capacity

estimate

not known

production

estimate

60

12

86

88-92

Production of vanadium pentoxide in Finland ceased

trols on advertising time.

However, they would not be able to refuse transmission of other EEC stations, provided they complied with the Community standards.

The main battle within the Commission was over the amount of time to allocate to advertising, with Lord Cockfield pressing for a high-er level of 20 per cent while Mr Carlo Ripa di Meana, the Italian-Comwanted it cut to 10 per cent.

The 15 per cent solution was a straight compromise.

Lord Cockfield said the Commis sion wanted to encourage European programme making Fiercest resistance to the plan is

likely to come from Denmark,

where no advertising is allowed on television, and from state broadcasting monopolies.

**Palme** 

suspect

released By David Brown in Stockholm

THE SWEDISH police have released the man charged earlier this week in connec Prime Minister Olof Palme. . Mr Hans Holmer, Stock-holm's police commissioner, said that an essential piece of evidence had proved to be

groundless. He also revealed that another suspect, an acquain-tance of the man now freed, would also be released. He has been detained since Monday for illegal possession

of weapons.

The 32-year-old Swedish man, who maintained his complete innocence, was to complete innocence, was to have appeared in court today on further charges, and elaborate measures were planned to ensure his security after his identity became widely known.

. His name and photograph were published in the Swedish newspaper, Arbetet, breaking newspaper, Arbetet, breaking a demestic code of press ethics, following a similar move by foreign news organisations.

The news of the man's arrest last week came as a surprise following earlier open speculation by the police commissioner that the murderer was "prehably a

murderer was "prebably a professional assassin " backed by accomplices.

The police appear now to be without any strong suspects in the case. Mr Palme was murdered as he walked home with his wife from a Stockholm cinema on Feb-

ment has made a riposte in a widening battle with neighbour-

services.
Eutelsat, of which Luxem-

# Luxembourg defends

campaign against the Grand Duchy's satellite broadcasting plans more than two years ago.

# its satellite

By David Marsh in Paris

THE LUXEMBOURG Govern-

ing countries over satellite tele-vision broadcasting in Europe. In an attempt to gain international acceptance for its own sut-ellite television plans, Mr Jacques Santer, the Luxembourg Prime Minister, has told the Eu-ropean Satellite Telecommunications Organisation (Eutelsat) that worries about excessive commercial rivalry from competing systems were groundless.
Mr Santer, in a letter sent last

mouth to the 26-nation body owned by European posts and temunications administrations (PTTs), says that the Grand Duchy's satellite - planned to be launched next spring - could even benefit Entelsat by increasing general demand for TV

bourg is a member, launched a

BY JUREK MARTIN IN TOKYO

dg h

n on ,

day threats in the same of the

Terrora da:

ted the Ge

at applicate presented at to their cz

vith all is a

mare a con-

a prospersy

18000 B :

d Total

ile Spine 2

e Briene

In the today

die de de

- O market

D Zamilier

as the

P dictiet

(四) 相:

e Coming

1 Ten 12

3 Sec. 12 ii rand

Here is the second of the seco

DOTS

correct, and the second second

Peden S and its n may : Company : d to P to

JAPAN'S nine electric power companies announced yesterdoy that they planned to increase capital spending by about 14 per cent in the fiscal year starting next month.

The increase in spending—from an estimated Y3,040bn (£11.8bn) to about Y3,480bn would, according to the industry association, help spur domestic demand and thus contribute to the government's pending reflationary plans.

Yesterday'o announcement, however, is not as simple as it appears. A flerce tug of war is developing inside govornment and industry over how best to deploy the clear benefits the nation is enjoying from cheaper oll, brought about both by lower Organisation of Pet-roleum Exporting Countries prices and a strong yen.

The Ministry of International Trade and Industry (Miti) has estimated that the utility comyanies could reap as much as Y2,000bn in windfall profits over the current and next fiscal years, with almost all the gain accrued in fiscal 1986-87.

Two leading claims have already been advanced on this windfall. The first, associated

takeover of Pan Am's Pacific

Qantas, the Australian national

carrier, has long felt that it is disad-vantaged against US carriers.

transport minister, said the arrival

month has made it "timely" to look

at correcting the imbalances that

have developed in arrangements

with the US.

Mr Peter Morris, the Australian tas in the US.

of United on Pacific routes last per cent of Qantas business.

United has already fired its first. Jumbo, the fifth of its type in the salvo by more than matching dis- Qantas fleet, will be used on the

count fares offered by Qantas for "kangaroo run" between Australia children under 16 travelling to the and the UK, freeing smaller 747s

The US dullar rebounded against the yen in Tokyo yesterday largely on the strength of the market's conviction that the Bank of Japan had intervened in New York on Tuesday to prop np the US currency, Jurek Martin writes. Mr Satoshl Sumita, governor of the central bank, flatly refused to confirm or deny that intervention had taken place, but the tenor of his remarks at a press conference was such as to persuade dealers that it had. The dollar closed ex had. The dollar closed at Y176.80, up 1.90 on the day, on heavy spot volume of over \$5bn. Mr Sumita suggested that the US monetary authorities agreed with the Bank of Japan's assessment that the dollar had fallen too far

most influential, comes from industry and its allies in government. Yesterday, the Keidonren, the employers' fedoration, issued o paper calling on the utility componies to old both industrial and indiviwindfall. The first, associated dual consumers by cutting rates with the Foreign Ministry, is that it should be used to bolster the Minister of International Japan's foreign aid programme. Trade and Industry, had earlier the second, and probably called for lower rates.

Australia to act on US air deal

The air services agreement was

negotiated just after the Second

World War. The US bas unrestrict-

ed landing rights in Australia,

which are not reciprocated for Qan-

The Pacific route accounts for 30

As part of its fleet modernisation

programme, Qentas has bought a new Boeing 747 jet for \$115m.

for use on the rapidly-expanding

The latest extended upper deck

AUSTRALIA is to ask the US to more generous rights to fly via Aus-

renegotiate the 40-year-old air ser- tralia to other countries compared

vices agreement between the two with Australia's rights to offer countries following United Airlines' routes via the US.

and too fast against the yen.

### Curfew imposed in Sabah city

By Wong Sulong in Kuala Lumpur A DUSK TO DAWN curfew bas been imposed in Koto Kinabalu, capital of the East Molaysian stote of Sahah, following rlots hy Moslims yesterday in which two people were killed and another dozen injured.

Police opened fire at the 2,000 roters, who had attacked them with stones and other weopons and had set fire to huildings and cars. The rioters bad marched from

the state mosque, which they had occupied for the previous few days, to the city centre, chanting religious slogans, and protesting against the continued rule by the Christian-dominated Government, which they say is illegally constituted and anti-

Islomic.

A 40-year-old Filipino was shot dead, and a 14-year-old Chinese schoolboy was killed by

a car.
The rioting was the worst incident of violence since Mosley opposition groups mounted a campaign to dislodge the state government lost week. Since the campaign begon five people have died. Mr Haji Moulana, the Sabah police chief, said 30 shops ond an equal number of cars were gutted in fires yesterdoy. The Moslem agitation is aimed of preventing state elections and provoking the federal government in Kuala

# UAE plans scheme for banks' bad debts

THE United Arab Emirates is a growing political problem not cleor whether only the local loans are generally estimated to establishment of a financial ruling sheikhs, have o tradition entity to take over the country's non-performing bank loans, according to a leading Abu Dhabi banker.

Sultan Nasser al Sweldi, managing director of the Abu Dhabi Commerciol Bank, sald the private sector was lobbying for the scheme, whereby the over a long period at soft rates

of generosily towards their people. However, the sums involved in bank indebtedness would considerably stretch the financial resources of some of the emirate governments, given the oll price fall and the history

of budget deficits.

The idea is believed to have Government would huy banks' emerged from the committee of bad debts and reschedule them senior sheikhs established emerged from the committee of or a long period at soft rates recently by the Supreme Coun-finiterest. recently by the Supreme Coun-cil of Rulers 10 study ways to consolidate the economy. It is

banks represented in the country would also be able to join. The ideo of o financial "dustbin" is not new, and is

being considered by a number of Gulf countries as a way to lessen the impact of bad debts on the hanks and local mer-So far none have been

created, largely because of the

Government is considering the for the UAE leaders who, as banks would benefit from the be between \$2.7bn (£1.8bn) and scheme, or whether the foreign \$3.20n, or a quarter of the \$11.9bn bank credit in the country. Some bankers say as much as 40 per cent of eredit is non-performing.

The Abu Dhahi Commerciol Bank is likely to be one of the main beneficiories of such a scheme, local bankers believe. The bank was formed last year following the merger of three required.

banks, two of which were said
in the UAE, non-performing to be ailing.

# Western consortium strikes

BY TONY WALKER IN CAIRO

CONSORTION OF WESTER OF COMPANIES, including Total of block about the same time as France and British Petroleum, the Total discovery, but it was has made a promising discovery in Egyptian waters adjacent to Israel.

tium are Agip of Italy and Elf Aquitaine of France. Drilling took place in about 140 melres of water. There are plans for Drilling

further exploration. The North Sinai waters are relatively new territory for oil explorers. If the Total-led conexplorers. If the Total-led con-contenders an opportunity to sortium bos found a commercial improve their offers. But there

A CONSORTIUM of Western oil BP drilled a well in an adjacent dry.

In onother development An exploration well completed Egypt bas onnounced it is An exploration well completed last month off North Sinai scaling down its planned yielded flows of between 5,000 nuclear programme from eight reactors to four hy the year constraints in the consor-

The fote of a proposed nuclear power station on the Mediterranean coast Alexandrio is in the bolance. Egypt has extended the validity of the bids from February to mid-year, ostensibly to give the position to launch a war on its prospect, it is likely to encourage indications in Cairo that own.

### **Philippines** cabinet split on form of government

PHILIPPINES Corazon Aquino is facing a major dilemma over what form of Government to odopt in running ber debt-ridden

A meeting of cahinet mem bers yesterday to discuss the governmental structure was bopelessly divided on the

However, they agreed to ent petroleum prices by the equivalent of about 2.5 US cents per litre to give industries a breathing spell. This will mean a loss of \$140m (£96m) In Indirect taxes which Mrs Aquino hopes to recover in direct taxes from revitalised husinesses.

Hardliners in the cabinet, led by Mr Jaime Ongpin, Finance Minister, wanted Mrs Aquino to declare a revolutionary government so that she would not be bound by existing constitutional and legal limitations which could hinder efforts to rehulld the economy and improve public

But politicians who are members of parliament fav-oured a structure that would make the government consti-tutional and recognise parlia-

As a trade-off, parliament whose members agreed to sup-port Mrs Agnino, would millify its previous proclamation declaring deposed president Mr Ferdinand Marcos as the winner of the February pre-sidential poll and declare ber the victor instead.

Whole apartment blocks stand va-cant as city bulldozers flatten buts and police hold back angry squat-tors under a school of the convention later to rewrite the ters under a scheme to evict an esticonstitution.

Mr Teodoro Locsin, the The city's right-wing council, information minister, said in a statement that Mrs Aquino would announce a decision population to nearly 9m, making next week.

Some politicians argued that a declaration of a revolu-

he city.

The squatters are placed on land
in to 40km (25 miles) outside the with former officials of his government in Manila.

### Economic crisis 'may draw Syria into war with Israel'

BY ANDREW WHITLEY IN TEL AVIV

were deluding themselves if they thought they could defeat

dally.

Lumpur in to imposing emer-gency rule.

Although Qantas has experienced

network-wide traffic growth during

sion has been on services to Japan

From April 1, Qantas will intro-

duce three new weekly services be-tween Australia and Tokyo, in-

creasing the number of seats avail-

If a new air services treaty is

reached with the US, Qantas will al-

so be looking to increase services to North America.

The French champagne house

joint venture arrangement with the

privately-owned South Australian

wine company, Thomas Hardy and

Sons to produce a new methode

champenoise-style wine in

Piper-Heidsieck is considering a and Shanxi provinces.

able on the route by 25 per cent.

the past year, the most rapid expan-

and the US.

SYRIA IS on the brink of an one day be at the centre of an economic crisis which may draw enlarged Syria, are heing taken it into a war with Israel, Mr seriously by Israeli politicions Yltzhak Rabin, the Israeli and military analysts.

Defence Minister, warned yesterday. But Syria's leaders on Tuesday ohout the worrying

implications of the massive Syrian military huild-up of the past few years, "It's not a ques-tion of if, hut when, the Syrians attack," one well-ploced official the Israell ormy.
Mr Rahin told the Knesset that Syrion foreign exchange reserves were down to the But in recent days governequivalent of 20 doys' imports, and that power cuts in mojor ment ministers have gone out of their way to calm public

bellicose speeches by Syrian President Hafez al- sought goal of military parity Assad oarlier this month, in with Israel — and is thus in a which he said the Israeli-occupied Golan Heights would

Peking faces

water rationing

PEKING will have to impose water

rationing and close factories if it

cannot find new sources of supply

by 1988, the Chino Daily said yes-terday, Reuter reports from Peking.

The newspaper said waste and

overuse of Peking's water since

1949 bad lowered its underground

water table by 20 meters and dried

It said Peking is one of 180 Chi-

Two large reservoirs in the north

of the capital were only 25 per cent

full because of drought in Hebei

The paper urged industry to im-

prove drastically its recycling of

waste water. To make a tonne of

nese cities with water problems

up half its wells.

were occurring almost

from Rombay.

fears sparked by Syrian claims that it is approaching its long

But the reality which greets the land - at least in the right places. 500 families a week who flock to

Farmers, labourers, hawkers and frifters pour into Bombay every during the 1980s as India's economy lay undeterred by the prospect of expection by city authorities and exploitation by underworld gangs.

Newly arrived foreign banks and bolitation by underworld gangs.

Overnight, flimsy shelters of plasfor staff have given a further twist of the municipality's right to raze the slums and shift migrants outside the formily to the US last

steel, Chinese factories use more open land.

Bombay has wealth, it has Hollywood glitter but it does not have

this Arabian Sea port is that the dential property on the peninsula pavements are covered with thou- which forms the port are as high as sands of job-bunters like them- those in New York or Tokyo, ac-

# Bombay poor find harsh reality

oil in Egyptian waters

India's business and movie capital - laid along the main airport road. are paved with gold. Renter reports

selves.

day undeterred by the prospect of eviction by city authorities and exploitation by underworld gangs. tic and sacking draped over poles to the price spiral. spring up on sidewalks and any

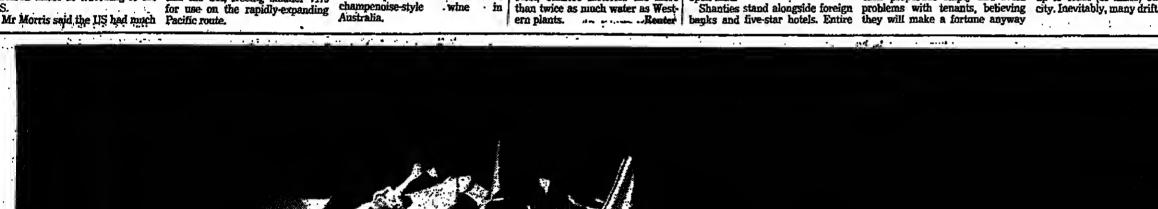
Shanties stand alongside foreign

IN THE minds of millions of poor families set up home in concrete when they sell, the agents said. peasants the streets of Bombay - water pipes that are waiting to be

> mated 200,000 pavement dwellers. Rents for commercial and resielected last year, vowed to end the migration which has swollen the Bombay India's second largest city cording to real estate agents. after Calcutta.

Farmers, labourers, hawkers and drifters pour into Bombay every during the 1980s as India's economy

the city. Some owners even prefer to leave their properties empty and avoid up to 40km (25 miles) outside the Hawaii but has been in touch problems with tenants, believing city. Inevitably, many drift back, with former officials of his



R NEXT COPIER WILL BE A TOSHIBA

There's one accessory a Toubiba copier will adjust uself to each tone. Automatically. And our edge-to-edge copying means that, doesn't need. Your wastepaper but We've made the paper paths short multiples was on the original, it will be on the copy.

straight. So our copiets have an appearance of a summable compon. And don't give your work, not paper.

Our automatic roner control TOS TOS TOS Summable coupons cuplosard.

						<u> </u>	
Name	• • •	· · ·					· · ·
Position_				·			· · · · · ·
Company		<del></del>	·			<u>. :</u>	
Address			: .			· ·	·
•	<u></u>	· · · · ·			<u> </u>	<del></del>	<u>· ·</u>
Postcode_	·····		1	el No.		<del></del>	
Toshibe Infr	manion	Systems (	UK) Lal	. Intern	arional F	louise V	Zindmill Ro

THE STATE OF THE S

# Marcos documents 'show contributions to US presidents'

BY REGINALD DALE, US EDITOR, IN WASHINGTON

tributions to the 1980 election cam-violation of federal law," he said. paigns of both Presideot Rooald Reagan and former Presideot Jimmy Carter, according to Congressional sources and Philippines offi-

Congressional leaders, however, were yesterday doubtful whether the plan had actually been carried and the White House denied that Mr Reagan had received any campaign contribution from Mr Marcos. Such payments would be illegal under US law, which prohibits foreigners from contributing to an American election campaign.

The 2,300-odd pages of docu-ments, handed over in Washington to the new Philippines Government on Tuesday, included a single onepage halance sheet showing \$50,000 earmarked for the campaigns of both Mr Reagan and Mr Carter, and smaller sums for other politicians, including liberal Democratic Senator Alan Cranston of California, one of Mr Marcos's most out-

spoken opponents. Democratic representative Mr Stephen Solarz of New York, the chairman of a house sub-committee investigating Mr Marcos's financial affairs, said that he was "very

DOCUMENTS brought to the US by hard for me to believe that Presi the Reeing former President Ferdi-dent Reagan or President Carter nand Marcos of the Philippines ap-would knowingly accept a contribupear to contain a plan to make con-

> A White House spokesman said: "We presume it's not true, given the screening mechanism of our campaign and screening by the Federal Election Commission. Such a decep tion would have been detected." US law also prohibits individuals from giving more than \$1,000 to a presideotial election campaign, and eveo that is only permissible during the primaries.

The documents also listed kickbacks, or "commissions," paid to top Philippines officials by Japanese and American companies, including \$8m by Westinghouse in the award of a nuclear power plant contract, according to Mr Sovito Salonga, the head of the Philippines Government commission investigating Mr Marcos's hidden wealth. Westinghouse has consistently denied any wrongdoing in the affair.

Mr Salonga, who received the documents from the State Departmeot on Tuesday, declined to draw conclusions about possible election contributions. The trouble with that document is that there is no signature or initial on it," he said.

The list of contributions has been referred to the US Justice Departsceptical" whether the payments referred to the US Justice Depart-had actually been made. "It's very ment for further investigation.

### US warships exercise near Libya 'death line'

US WARSHIPS led by aircraft car- waters, which we have a perfect riers began exercises yesterday in the Mediterranean off the north coast of Libya near the disputed waters of the Gulf of Sirte, Reuter

reports from Washington. Mr George Shultz, Secretary of State, and the Defence Department, refused to say whether any ships or aircraft from the Sixth Fleet task force would cross a "line of death" drawn over the mouth of the Gulf Muammer Gadaffi, Libya's

However, Mr Shultz said America must assert its right to sail in international waters, including the

When we are in international

right to be in, we cannot allow countries arbitrarily to tell us to get out," he said in a television interview. Col Gadaffi claims the Gulf as part of Libya.

CBS News reported on Tuesday night that the task force, led by the aircraft carriers Saratoga, America and Coral Sea, would send aircraft into Gulf air space.

Two US F-14 aircraft based on carriers shot down two Libyan warlanes that challenged them over the Gulf in 1981. President Ronald Reagan was re-

ported yesterday to have played down the significance of the exer-

### **NYC** sells investments linked to S Africa

By Terry Dodsworth in New York

NEW YORK'S largest public employee pension fund is to begin selling investments in companies doing business in South Africa as part of the anti-apartheld pulicy which has been widely endorsed by the city authorities.

The decision follows a lengthy appraisal of the divestment policy by the trustees of the fund, the New York City Employees retire-

They initially voted to divest about 18 months ago, but since then the plans have been held up for an examina-tion of whether they were financially and legally sound. "This vote sends a clear message that New Yorkers consider apartheid to be a reprehensible system of government which cannot be reformed and must be eradi-

cated," Mayor Ed Roch said after the decision. New York has been one of the leaders in the widespread move by US cities and public authorities to divest stock in corporations conducting business in South Africa.

According to the Wash-ington-based Investor Responstbility Research Centre, the employee retirement system is the largest fund so far to send a signal to the South Africans,
Under the plan adapted by
the trustees, the pension fund
will liquidate holdings over a

five year period in all companies operating in South Africa except those giving "substantial assistance" in fighting the country's racial separation system. In the initial phase, haw-

ever, it will only divest shares worth \$150m in companies doing husiness with the South African military and police, or providing financial services to the Government, or refusing to

sign the Sullivan principles Officials said that the em-ployee system has holdings in 22 companies falling into this category, although they refused to name the specific corporations. Total value of the fund stands at around \$11bm, with about \$3.5bm in-vested in stocks, and 900m in companies active in South Africa.

# The Reagan campaign against the Sandinistas is nearing a climax, reports Reginald Dale

# Rhetoric brings Nicaragua closer to home

HARLINGEN, Texas, is just under 19 miles from the Mexi-can border. It is also, accord-ing to President Ronald Reagan earlier this month, "just two days' drive," from Nicaragua.

The local inhabitants dispute that. From Harliogen, in the southern-most tip of the United not very good roads to Managua, with plenty of mountains on the way. Experienced lorry drivers take three to four days.

Perhaps somebody pointed this out to Mr Reagan. For on Sunday night, in his nationally televised appeal for military aid for the Nicaraguan Contra rebels, two days' driving time became two hours' flying time. However it is put, the point is the same. Mr Reagan sees what is happening in Nicaragua as a special kind of threat to the US because the country is on the mainland of America.

To some Administration officiels, in a sense that makes it even more dangerous than arch-coemy Cuha. An island is at least susceptible to an American naval blockade, as the history of the 1962 Cuhan Mr Reagan has never made it a secret that he sees it as one of his historic and personal

ohligations to halt the rise of communism in Ceotral America. He believes that he is well on the way to doing so in El Salvador. In his Sunday night speech, he stated quite openly that he did not want to leave Becan

threat in Niceragua to his

On many occasions in the past 10 days, Mr Reagan has tried to place whet he appears to regard quite genuinely as his role in history above the realities of Washington politics. Fighting for his plan to give the Contras the modest sums of \$100m, of which \$70m would be in military aid, he has un-ashamedly pulled out all the stops. In the eyes of his critics, he has exaggerated the threat out of all proportion.

He has talked as if San Diego in southern California were in immineot danger of in-vasion hy Nicaraguan communists. He has described Nicaragua, with a population of

atrocities by American human rights organisations, as the purest of white knights. Tha "freedom fighters," as ha prefers to call them, are the equivalent of America's founding fathers, the British fighting the Nazis nnder Winston Churchill and the French Resistance (he is apparently unaware that large sections of the Sandinista regime

Sandinista regime Maquis were communist).

Mr Reagan's rhetoric has escalated the debate into one of the harshest during the more ador. In his Sunday night little more than 1 per cent of the harshest during the more the he stated quite openly that of the US, as a Soviet than five years that he has been he did not want to leave beachhead that will threaten in the White House. But there uncontained communist the whole of Central and Latin has been hyperbole on both

helped to raise the temperature hy describing it as the bitterest foreign policy argument since

Vietnam The dehate is not in that league. Unlika Vietnam, all the polls show that the American people as a whole are largely unmoved by events in Nicarague and the plight of the Contras— and a majority are against help-ing them. Vietnam, however, has been brandished by both sides as they attempt to prova their points in Washington.

To many Democrats, the lesson of Vietnam is that gradual involvement in a Third World conflict will ultimately America, the Panama Canal lead to the dispatch of Americand the Caribbean sea lanes. He can troops and the deaths of has denounced the ruling San-young Americans in a futile

At the same time, he has some of Mr Reagan's advisers have tried to turn the trees. or do you not support communism, "yes or no?" Demo-cratic anger reached fever pitch earlier this month when Mr Patrick Buchanan, the right-Sandinista regime

Some Democrats have pointed out that the Contras have little

hope of victory, even with \$100m in American aid Few people, however, have drawn attention to the cynicism of a policy which seeks to send young peasants to their deaths only to "put pressure" on the Nicaraguan Government — tha

administration's avowed aim. Mr Reagan has not had much luck with some of his arguments in recent days. He has angered Brazil hy suggesting that it is endangered by communist guerrillas trained in Nicaragua He has been accusad of using out-of-date opinion polls to claim that the people of Central America support his policy.

Nevertheless, as the debate began in the House of Repreoegan in the House of Representatives yesterday, Mr Reagan was thought to be within ten votes of victory in the key vote scheduled for later today. Both Republicans and Democrats agreed that with one final push,

he might just make it.

If he does so, it will largaly be as a result of arm-twisting, rather than a genuine conver sion of the doubters. As Mr Robert Michel, the House minority Republican leader, puts it, "people just don't get cranked up about this. In my district they're worried about Most leading Democrats have jobs and losing their farms, found themselves obliged to That's the problem out there in agree with the President that the country." By all accounts, there is at least some kind of not even the inhabitants of Harcommunist threat in Cantral communist threat in Central lingen, Texes are overly exer-America, end quarrel only with cised about the Sandinistas.

# Mexico firm on interest relief

BY DAVID GARDNER IN MEXICO CITY

MEXICO WILL continue to press for interest relief on its 97bn (£65.9bn) foreign debt in the light of the oil market collapse, according to a senior international oil prices, Government official

pal payment due at the end of

The official, who wished not to be named, also confirmed that Mexico would "of course" seek to have the \$850m princi-

this month rolled over.

This payment, originally to have been a prepayment on tions, and that the country's Mexico's 1983 "jumbo" \$3bn creditors would thus have to credit renegotiated as part of make "sacrifices at least equal" to the sacrifices Mexicans had scheduling of \$48.7bn, has made and would continue to aiready heen rolled over once following the earthquakes which Since this major policy direction. hit Mexico City in September. tive, however, Mexican officials future a. The Mexican Government have appeared to be back-creditors.

calculates it will lose about tracking. The country's new \$50n, or half this year's cash requirements for this year originally projected oil revenue. as a result of the collapse in

Sacrifices

President Miguel de la Madrid announced on February 21 that Mexico would as a consequence be unable to fully service its normal debt ohligations, and that the country's

. Since this major policy directive, however, Mexican officials future agreements with its

cash requirements for this year have been scaled down to \$6bn from estimates originally as high as \$10bn, while publicly at least, the emphasis has tended to be on conventional means for raising the money, via new loans from commercial banks and multilateral finance institutions, and the restruc-turing of over \$800m falling due this year with Paris Club creditors,

The senior official nonetheless stated categorically in an interview that Mexico regards some form of mechanism whereby its interest payments are reduced as "essential" in

### Canada to spend C\$800m on Nasa space station

BY BERNARD SIMON IN TORONTO

CANADA has agreed to spend \$800m (£394m) over the next 15 years to participate in the multinational manned space station planned by the US National Aeronautics and Space Administration (Nasa).

Mr Frank Oberle, the Minister of State for Science and Technology, said that Canada would provide a 7,500 kg mobile servicing centre for the station, whose functions would include help in constructing the station, picking up satellites for repairs, and general maintenance

Mr Oberle said that the contribution to the station would form the centrepiece of Canada's space programme.

The main contractor for the service centre will he Spar Aerospace, the Toronto-hased company which has supplied a remote manipulator system, known as the Canadarm, for Nasa's space shuttle programme.

The space station will he equipped with movable cranes similar to the Canadarm.

The Canadian service centre is scheduled to be put in orbit hy the second space station shuttle flight in early 1993. However, Nasa has not yet reached agreement with the 11-member European space agency on the laboratory which will form Europe's contribution to the station.



that we at Shell Lubricants have been entrusted with, was a pig.

A pig with a skin problem to be precise. We were asked if we could produce an oil to lubricate a pig's back.

An oil that would help to stop the unsightly cracks that often sully the remarkable beauty of a poor porker's skin. The result, we are proud to say, was a unique lubricant that is now

Grooming Oil, 'RISELLA EL'. Of course, this example doesn't mean that we wish to be known solely as 'Specialists in pig oil technology."

We see it as an example of how Shell Lubricants is always able and willing to offer help and offer advice, on any aspect of lubrication.

That's why we have set up our new contact service, so that with just a pert help and advice you could possibly want throughout the U.K. You can get a price, place an order, arrange delivery. Just call your nearest Shell Lubricants U.K. Marketing Centre, quoting the reference number shown.

Whether your call concerns heavy or light industry, transport, agriculture, mining, manufacturing or private motoring-whatever your needs, Lubricants to deliver.



Technology you can trust

SHELL LUBRICANTS U.K. LUBRICANTS MARKETING CENTRES GLASGOW (CA/21) 041-248 6660 • MANCHESTER (CA/22) 061-277 2210 • BIRMINGHAM (CA/23) 021-644 5280 LONDON (CA/24) 01-679 8493 • BELFAST (CA/25) 0232 54151



# A new departure for Heathrow.

- **←** Terminal 1
  - **Elerminal 2**
- **ETerminal 3**

Terminal 4->

# (Our new Terminal opens on April 12, 1986.)

From next month, there'll be a fast new way to leave the country. Heathrow's new Terminal 4.

All British Airways flights to Paris and Amsterdam and all their Intercontinental services including Concorde,

will take off from there. As will all KLM, NLM and Air Malta flights.

But if you're using our new Terminal, there's something you ought to know.

It can't be reached the same way as Terminals 1, 2 and 3.

So it's more important than ever to know which Terminal to report to.

And if it's Terminal 4, how to get there.

By car, that means following the special road signs on the motorways. By bus, it means getting off at the Terminal 4 stop. By tube, it means using the new Terminal 4 station

between Hatton Cross and Heathrow Central.

Terminal 4 cost £200 million to build. (Not a penny of it, by the way, from the pockets of tax payers.)

We think it's one of the best airport terminals in Europe.

Fly through it soon and see if you agree.





HEATHROW-GATWICK-STANSTED-GLASGOW-EDINBURGH-PRESTWICK-ABERDEEN

Louise Kehoe in San Francisco reports on signs of a breakthrough in a long-running dispute

# US and Japan poised for agreement on semiconductors

choose to regard the duties a

and continue to dump until the US industry is driven out of

husiness," says Mr Michael Gadbaw, legal counsel for the

Semiconductor Industry Asso-ciation, which represents US

"Dumping duties are like parking tickets," be suggests. "They really don't stop some-

chip makers' interests.

THE US and Japan appear to be poised to reach an accord on semiconductor trade. After years of angry accusations and nine months of formal negotiations stemming from a US industry trade complaint, there are signs of a breakthrough which could result in a bilateral trade agreement.

Japanese market access and alleged Japanese dumping—
some progress has been made ingly clear that any agreement On the two major issues-US industry leaders are increasingly optimistic that a settle-

next few weeks.

Political pressures are mounting in both countries to resolve the long-running dispute. Japaoese officials are eager to settle the matter before Mr all over the world.
Yasuhiro Nakasone, the Prime A significant inc

BY JOHN GRIFFTHS

recognise that the need for an egreement may override the

It is also becoming increas-ingly clear that any agreement between tha semiconductor superpowers who together promeot can be reached within the next few weeks.

Political pressures are mountquences for semiconductor, computer and elactronic equipment manufacturers and users

Yasuhiro Nakasone, the Prime Minister. visits Washington in mid-April. In the US, the Administration needs to act before a protectionist-minded Congress steals its thunder.

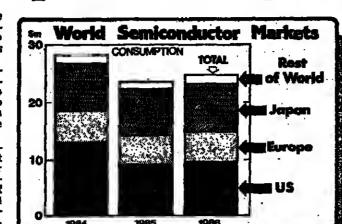
Haoging over the Reagan Administration, meanwhile, is e July deadline for resolving the US industry's trade complaint. By this date, the US Trade Representative must recommend actions to the President. If no

JAPANESE new car sales in Western Europe last year They cantion that: "The with e rise of 4.2 per cent increased et more than twice Japanese pose a clear threat to the rate of the market overall, reaching another record market share of 10.6 per cent.

Statistics from analysts Automotive Industry Data (AID) are coupled with e warning that "this relentless growth in Japanese penetration, conpled with proposed and actual European assembly plans, means that the problems posed by the Japanese increasa

almost daily."

They cantion that: "The with e rise of 4.2 per cent in the market overall from the European motor industry. Olm to 10.52m units, Significantly, says AID, one of the strongest performances was put up in West Germany, which the Japanese regard as 1.12m units last year compares with e rise of 4.2 per cent in the market overall from 10.1m to 10.52m units, Significantly, says AID, one of the strongest performances was put up in West Germany, which the Japanese regard as 1.12m units last year against their key European market. It is bas the strongest and most competitive industry in Europe, is swell as imposing no import the first overall from 10.1m to 10.52m units, Significantly, says AID, one of the strongest performances was put up in West Germany, which the Japanese regard as 1.12m units last year compares with e rise of 4.2 per cent in the market overall from 10.1m the market overall from 10.1m to 10.52m units, Significantly, says AID, one of the strongest performances was put up in West Germany, which the Japanese regard as 1 to 10.2m in 1984, when they first bas their key European as well as imposing no import to 10.1m the market overall from 10.1m the market of the strongest performances was put up in West Germany, which the Japanese regard as 1 to 10.2m in 1984, w



the dumping issue which goes beyond the imposition of duties such as those announced by the Commerce Department last week. The department imposed preliminary duties of 20 per cent to 188 per cent on Japanese memory chips sold in the US.

Dumping duties do not premargins.

But US trade negotiators are try representatives say. "The lent of a tow-away zone. That is the only thing that will get the attention of the Japanese." Tha US and Japanese negotiators now seem ready to agree that a global price control and monitoring system is needed to

prevent chip makers selling their products below cost any-where in the world. The pro-posed scheme has however raised grave concern in Europe, where it is regarded as an example of US extraterritorial

activity.
US computer manufacturers are also unhappy. "We agree that e resolution of the trade issue is important, that it is in the best interests of the US alectronics industry as a whole hnt we are sceptical that such measures will work." IBM, the largest chip pur-

chaser in the world, said that it was against dumping in general, but has "no position" on the Commerce Department rulings. Computer manufac-turers are however expected to be more vocal if formal proposals are made.

As the differing interests of

body parking illegally if he can US makers and users of semi-afford to pay the ticket. What we really need is the equiva-emerge publicly, the SIA is conductor devices begin to measure progress, the SIA emerge publicly, the SIA is thinks. Measuring market share struggling to maintain a fra-gile consensus. If different messages go to the Administration about what the solution should be, that could bring progress to a halt, the organisation

believes. US chip makers' demands for greater access to Japanese markets draw support from their customers, many of whom feel similarly excluded. Market access is widely regarded as the most important, and yet the most difficult aspect of the trade dispute. The problem for US trade negotiators has been to come up with a proposal that addresses the US industry's concerns but which is polltically

acceptabla. Promises of market "liberalisation" from the Japanese will not be enough to satisfy the US chip makers. In the past, such trade policy changes in Tokyo have done nothing to improve sales. The US chip makers are seeking some form of guaranteed market share in Japan commensurete with their share of other export markets such as Europe.

implies market control, which is contrary to the free trade policies of the Administration. Formal trade negotiations on this issue have resulted in no progress, according to the

association. But at a gathering of US and Japanese industry leaders in Los Angles last weekend, there were "indications of a sincere effort on the part of the Japanese to address the market access Issue," said Mr Cbarles Sprock, President of National Semiconductors, a major US chip manufacturer,

who took part in the meeting. The details of the meeting remain a closely guarded secret hut it is clear that the industry leaders have succeeded where their Government representa-tives bave so far failed in

finding common ground. "I am encouraged by their sincere afforts to eddress the issues," said Mr Sprock. "But I will become a believer when I see results — when our share of the Jepanese market increases."

# Channon urges Tokyo to buy abroad

By Nicholas Colchester

JAPANESE INDUSTRY must integrate foreign manufacturers into its purchasing habits, Mr Paul Channon, UK Secretary of State for Trade and Industry, told a luncheon given by the Japan Association in London vesterday.

Mr Channon argued that a reduction in Japan's mounting trade surplus would not simply benefit Britain but also Japan, because it would help preserva the world free trading system. He axpressed concern at the increasing number of dumping cases being hrought by the European Community against

He asserted that the Japanese Government could not respond only with import programmes and with the lifting of trade barriers, welcome though both

There had to be e fundamental change in Japan's view of its own role in the world

### Daihatsu pact with Peking

DAIHATSU MOTOR of Japan has signed an agreement with Peking to provide technology to manufacture its popular Charade car in China. It will be the first Japanese car to be assembled there, Yoko Shibata

writes.
Under the seven-year agreement, China's Tlanjin Automobile Industrial will produce cars from next November with Japanese technical help,
The company aims to reach
annual output of 10,000 units,

### Washington to seek Swedish steel meeting

By David Brown in Stockholm

WASHINGTON plans to request talks with the Swedish Government on a voluntary restraint agreement to cover Swedish stainless steel exports.

On Monday, the US steel in-dustry agreed to drop its countervailing duty case against the Swedish exporters on the understanding that talks would

be begun soon.
About one third of Sweden's SKr 1.5bn (£130m) annivil exports of stainless steel go to the US and It is thought that the Government would feel comprotectionist sentiment in Con-

The question is expected to be discussed when US and Swedish trade officials meet

# Japanese take record 10.6% of Europe new car sales JAPANESE CAR SALES IN EUROPE success in Germany as a majer advantage of baving few diesel victory and use it as a yard-or low-pollution models available to measure their com-eble when sucb cars bave been 111,084 42,480 29,949 They cantion that: "The Japanese pose a clear threat to the European motor industry. In the market overall from the European motor industry. In the market overall from the European motor industry. In the market overall from 10.1m to 10.52m units. Significantly, says AID, one that threat can be lifted." Japan's car makers sold the strongest performances that threat can be lifted." Japan's car makers sold the strongest performances was put up in West Germany, which the Japanese regard as their key European market. It bas the strongest and most breached the psychologically-important 10 per cent penetration barrier with e market share of 10.1 per cent. The 9.5 per cent increase in with e rise of 4.2 per cent strong at the country. It is to measure their competitive measure their competitiveness in the rest of the world." Last year, Japan's car makers in the interest of the world." Last year, Japan's car makers in the rest of the world." Last year, Japan's car makers in the rest of the world." Last year, Japan's car makers in the rest of the world." Last year, Japan's car makers in the rest of the world." Last year, Japan's car makers in the rest of the world." Japan's car makers sold their key European market. It their key European market. It the country's total sales of 0.61 The co

1,120,444

France and Italy, both of gets when European assembly which impose tight unilateral plants allow the Japanese prorestrictions on Japanese ducers to meet EEC local conrestrictions on Japanese ducers to meet EEC local con-imports, will become major tar-tent requirements, warns AID.

1,023,244

# Toshiba to invest DM 50m in W German VCR plant

BY PETER BRUCE IN BONN

TOSHIBA, the Japanese elec- VCR production in West Ger-tronics group, announced in many would start in March next tronics group, announced in many would start in March next Bonn yesterday that it planned year, to invest DM 50m (£12.8m) Initial output would be over the next three years in a around 10,000 units a month, new plant to build and assemble rising to 30,000. Other division video recorders in West Germany. The decision probably lieved, compact disc players, kills any prospect of Toshiba using their British VCR plant as a source of exports to Europe.

Toshiba said it had found e site near Monchengladbach, near Duesseldorf, the capital of the state of North-Rhine West-

the state of North-Rhine Westphalia which is bome to the biggest Japanese community in

sumer products division, said

Source: Automotive Industry Date

position in Continental Europe, the market to be served by the pelled to enter into bileteral new plant. talks because of the strong

Toshiha officials were anxious to dampen any fears that the bullding of e new plant in Mr Fumlo Ota, e Teshiba bullding of e new plant in main board director and manag- Europe would threaten the ing director of the group's con- future of the group's VCR assembly plant in Plymouth.

# US to press Europe over finance for Airbus

BY WILLIAM DULLFORCE IN GENEVA

THE US remains unpersuaded that the launch finance from bowever, is the \$2.5bn in new European governments for two money that Airbus is seeking new airliners to be built by to build two airliners, the A-330 Airbus Industrie will be in end A-340, for the 190s. accordance with international

blew up after the Reegan Administration started to review alleged unfair trading by other countries.

The scale of government subsidies to Airbus Industrie, about which Boeing, the US manufac-turer, has been complaining, prompted Dr Clayton Yeutter. US Trade Representative, to ask the three European governments for consultations.

The immediate US interest,

accordance with international trade agreements, Mr Bruce Wilson, assistant US trade civil alreraft manufacturers are representative, said yesterday.

He will discuss in Geneva subsidised by beavy government payments for researching over the next two days with French, British and West German government representative. They are also expected to provide fuller information The European governments

French, British and west the state of the subsidies to Airbus are about Airbus finances in response to US allegations that their subsidies to Airbus are violating the trans-Tha issue, which threatens to develop into another major trade disputa between the US and the European Community and the European Community and Trade (Gatt).

The talks will be informal but the document to which US officials refer as the touchstone for their claims of unfeir com-petition is the 1979 Gett agreement on trade in civil aircraft, signed by 19 countries, includlng all those involved in the Airbus dispute.

If agreement could not be reached, Mr Wilson said, the issue would have to be taken to a higher political level.

### France to ask US for facts on Boeing aid

By David Marsh in Paris

MR MICHEL LAGORCE, the French Transport Ministry official representing France at the Geneva talks, is expected to ask the US to "put its cards on the table" over government research and development aid given to Bosing to assist the given to Boeing to assist the Seattle company's aerospace programmes. French officials said vesterday

the tit was not just a question of finding out who was more guilty—Europe or the US—in the matter of government assistance for the projects. "Everyone has different methoda. We need to understand each other's point of view," one official said. Mr Lagorce, beed of the

Ministry's civil eviation directorate, will put the French position that aid for the European Airbus consortium is in pean Airous consortium is in eccordance with 1979 Gett air-liner financiog accords. France points out thet govern-ment funds backing Aéro-

spatiale, the French partner in Airbus, represents repayable advances.

TWO MAJOR AUCTIONS OF THE UTMOST IMPORTANCE AND URGENCY Wa regrettably announce that due to prohibitive and unobtainable insurance rates currently AN ISLAMIC COLLECTION OF:

# RUGS AND RUNNERS ...

AND OTHERS FROM THE MORE IMPORTANT WEAVING CENTRES OF THE EAST being an encient art form which were eccumulated in both Europe and tha United States for exhibition end repetriedon to the following countries of Iran, Iraq and Turkey Due to these unforeseen elecumstances and the economic unfeasibility the project has been irrevocably cancelled and whitst the rugs were being held in transit in Her Majesty's Bonded Warehouses, Heathrow Airport, end others, they now have been removed and must be disposed of immediately by Auction.

Due to the vast number of pieces and value involved the eucdons have been divided into sixteen separate collections thus affording everyone an aqual opportunity to acquire one or more of these masterpleces.

The goods have now been removed from the warehouses to a more convenient location being

THE ENGLISH SPEAKING UNION, DARTMOUTH HOUSE, 37 CHARLES STREET, LONDON, WI. (adjacent to Chesterfield Hotel) ON SUNDAY 23rd MARCH 1986 AT 3 PM. PREVIEW FROM 11 AM Payments will be accepted in Sterling, US or Canadian Dollars, Swiss France Deutsche Marks or French Francs and all major Credit Cards with ID Packing and forwarding facilities evailable for those wishing to re-export their rugs BALLINGTON GRANGE LTD., 28, ROSSLYN HILL, HAMPSTEAD, LONDON, NWS. 01-794 5912

\* 'WestLB Beijing speaking. From April of this year, dial Beijing 5004779. This might be just the kind of useful connection that Chinese businessmen and their international partners are looking for, Providing viable financing solutions to foreign

trade problems is a forte of ours. We have the seasoned professionals, the international presence and the investment financing experience to deliver the goods.

四德意志则银行

WestLB Peking.

"喂,这是西德银行驻北京代办处"。

You can bank on us wherever you do business.

WestLB The Westdeutsche Landesbank.

Head Office Düsseldorf

 $ann_{00}$ 

or facts

THE EAST

# Who but The Economist would deem these seemingly trivial questions worthy of pursuit?

What is the Charles States' 2nd largest cash con-Who or what is Burkina Faso? What is the currency of China? Who is Liverpool's left-winger? What tree can help cure headaches? Who jammed Washington's long-distance telephone lines last year? If you're not acquainted have earned more than with The Economist, such \$16 billion from it in 1984. substances.

questions may come as something of a surprise.

After all, isn't it one of the more serious publications?

Serious, yes, but not staid.

As well as covering the sober business of finance and politics, it also finds space for much more diverse material.

What is constant is the editorial. Its style is vigorous and refreshing, with opinions it isn't afraid to air.

And, every week, the curious reader will unearth odd nuggets of information amongst its pages.

Like the answers printed below to the questions above.

Marijuana is the United States' second largest cash crop.

We ran an article highlighting the authorities' difficulty in tracking down the growers, who are believed to

Burkina Faso (formerly Upper Volta) is yet another African country with a serious food shortage.

On top of this, we reported hostilities with its neighbour, Mali, concerning 125 miles of border.

China has two currencies, yuan and renmimbi.

With the advent of new regulations permitting foreign banks to trade there, we wrote about the restrictions and drawbacks they would face. (Particularly as Chinese interest rates are rumoured to be only 7%.)

Liverpool's left winger is Derek Hatton. A tricky question for all concerned.

The willow tree contains aspirin. We also remarked on how more than 3,000 species of plants contain anti-cancer

In their scramble to obtain tickets for a Bruce Springsteen concert, fans blocked the Washington long-distance lines for two hours.

(We noted that had President Reagan wanted to call Mr Gorbachev, the Army Signal Corps kept the White House telephones open.)

Apart from these, we've recently covered racehorse breeding, a Nobel Peace Prize rumpus and news that Clint Eastwoodisrunningfor Mayor.

You'll find The Economist is at your newsagent every Friday.

Keep reading it, and we'll keep coming up with more answers to more questions.

What you've discovered here is only The the tip of our Economist iceberg.

Available every Friday.

Confectionery

# Rowntree goes nutritional

Christopher Parkes on a new member of the chocolate bar family

company's latest product.

the confectionery group's lntent. Novo — in appearance a cross between e conventional chocolate snack and a cereal bar — represents a costly ven-ture into a line which does not oppear to fit into any clearlydefined product slot.

of milk chocolate, raisins, crisped rice and cornflakes or must chocolate, raisins, crisped rice and cornflakes topped with an upper crust of oats, rice, coconut, sesame seeds, honey and sugars. It will cost 18p for a eingle bar or 50p for five smaller ones in a single pack.

straddle two important seg-ments: the £850m-a-year chocoments: the £850m-a-year chocolote countline market for
products like Marathon, Topic,
Mars and Rowntree's own Kit
Kat notes "granola bars,
while not a fad product . . .
will remain a speciality market
until the prodocts deliver a
Kat, and the £500m trade in
comparable level of enjoyment chocolate biscuits in which to the average confectionery Penguin, Club and the like are bar."

inject some interest and vigour appealing mainly to health into the sector to the benefit freaks. The daftness of the gimmick into the sector to the benefit should not be allowed to cloud of its longer term future in the total confectionery market. The UK "nutritional" con-

fectionery market was pioneered by Jordans in 1980, subsequently entered by Quaker, United Biscuits, Adams Foods, BN Biscuits, Allinsons, Tesco and more recently by The bottom half is a mixture Mars with its Tracker brand.

milk chocolate raisins, Various ettempts bave been year, according to estimates by KAE, the product development single pack.

Clive Snowden, UK marketing director, says the aim is to
important segCommenting on the UK marCommenting on the UK mar-

old in packs of five or six. If events in the US market Snowden sniffs ot mentions are anything to go by, Rown-

EARLY NEXT month London of "health" foods. Consumers tree may have found a product shoppers and commuters will consider conventional cereal with potential. The original have a new traffic hazard to bars as "dry, boring and taste-cope with. Tangling with the less," he says. cope with. Tangling with the less," he says.

ankle-pecking supermarket trollies and trippers with back-packs, squads of Rowntree Mackintosh reps will be scooting about on roller skates doling out free samples of the launch works, it could belp to commany's latest product.

> Manufacturers began fudge the issue, adding choco-lete chips, marshmallow and other ingredients common in ordinary candy bars. Quaker completed the metamorphosis in 1984 when it introduced chocolate-coated granola Dipps. Since 1980 sales of granola bars in the US have increased three-fold, topping \$400m last

> The odditions to the original have attracted new eaters among the ordinary public, while the more health-conscions have been convinced or talked themselves into believing that since the cereal and nut fillings are suitably fibrous and nutritious, they can allow them-selves the luxury of a little chocolate.

Wherever it lands up in the market, Rowntree is giving Novo a generous send-off, with what Snowden describes as the company's higgest-ever launch. It is plunging straight into the



hudget which allows £500,000 for television, Press and radio advertising. Unusually, it is allowing a similar amount for helow-the-line octivities, includthe giveeways.

This level of spending is and Girl About Town pub equivalent to a fom national product launch. Snowden and underground stations.

With an eye on the mounting pressure oo supermarket shelf epace, Rowntree bas already persuaded all the major multiple retailers to stock the pew line. They have said they will find space for it," says Snowden. "If we can create o quick response among con-sumers then that is good for our relationship with these key accounts.

An unusual product. Novo demands unusual treatment, and the company hopes to

effects of advertising, which can be directly measured,

important, says to distinguish the short term

22m population London TV area create the necessory quick resnext month with an initial ponse partly by distributing ponse partly by distributing 500,000 free samples. The promotion will also include a £25,000 prize competition, 5p-off coupons and vouchers for samples published in Options magazine and the Ms London and Girl About Town publications distributed free at railway

> By comporison. Eclipse. Rowntree's last new product. crept into the market. It was launched last antumn without any advertising when it went sale exclusively in Woolworths.

> The target date for rolling out Novo on national markets depends on initial sales. "If things go well we may have to make a case for converting new plant," he says. "Then, with a following wind we might hope to cover the whole country by the end of next year."

with strong own-label com-petition) and commodity brands (tea, evaporated milk). The results, he says. suggest a strong indication that the more unique e brand is and the less substitutable it is, the lower its prire sensitivity (ie, price increases cause small losses in vol-

So, if the role of advert-ising is to differentiate, goes the Roberts argument, it is likely that another longer term benefit is to reduce e brand's price sensitivity and so allow manufacturers to sell at premium prices. Thus in a strategic sense, edvertising can be seen as building added value into a hrand. \*Setting Advertising Budgets by

Market research

# Focusing on finance

Antony Thorncroft on a growing preoccupation with investors

institutions in the UK a long system. time to discover the joys of market research. The Big Bang suggested that there was much has persuaded a few of tha less enthusiasm among potenmore enterprising City firms to tial investors for buying shares commission research, but the Association of Market Survey US, and it does not expect commission research, but the Association of Market Survey Organisations (whose 30 members occount for over 70 per cent of the £200m invested in research last year in the UK) still estimates that only 4.5 per cent of its revenue comes from the financial sector. However, it has grown from 3.5 per cent in 1984.

Together with such subjects as the research behind the launch of the British Broadcasting Corporetion's popular Eastenders series, the contribution of research to the Big Bang was among the topics discussed et the annual conference of the Market Research Society of the Market Research Society at Brighton last week, most notably in a paper given by Lionel Gordon of Gordon Sim-mons . Research Group. This research company had per-suoded seven leading stock-brokers to finance a study into the needs and attitudes of the private investor. Right from the start it indicated how stock-brokers view the privote investor—someone with liquid assets above £20,000. Below that level stockbrokers quickly lose

Until recently, the private investor merket had been in steady and unregretted decline, with share holdings by Individuals falling from 54 per cent of the total in 1963 to nearer 20 per cent. The private investors that remain are upper income, older and single, meinly widows; indeed, around a quarter of all personal share-holdings are in the hands of single femeles end widows. The total market for stockbrokers insisting on a £25,000 minimum stake is probably around 1m

To be known to the public, stockbrokers must maintain a high profile by forecasting economic trends. Phillips & Drew was known by 87 per cent of stockbroker users, and 68 per cent of non-users, followed by Capel-Cura Myers and Cazenove, both with a 77 per cent eware-ness among users, Among non-

Gordon Simmons's research share ownership to approach US levels, even if stockbrokers take more interest in the privete sector. New investors can pro-bably be ettracted by the High Street retailing of stocks and shares but these will capture the £10,000 investor, who is not a high priority. The research company's basic advice was that there are many different investor types, with differing requirements. Each segment needs special services, pricing

ond promotional strategy. Because It is a relatively new area for research some of the most interesting case studies at Brighton revolved around financial affairs. The Committee of London and Scottish Clear-ing Banks, with Burke Research Services, proved to their own satisfaction, after carrying out experiments in Aberdeen, that the public was ready for elec-tronic credit card shopping. Usage in supermarkets and Usage in supermarkets and especially petrol stations was higher than anticipated, and EFTPOS, "Electronic Funds Transfer at Point of Sale," will be apparent nationally by 1988.

### **Ebullient**

Other papers revealed how Barclays, with MAS Survey Re-search, evolved the Barclaya Businessioan aimed at small businesses, and how the Royal Bank of Scotland and Williams and Glyn sold their £15hn merger to their customers. While the financial institutions have discovered market research, market research companies are discovering the City. Miliward Brown joined the USM last autumn, and MORI is about to. Other research companies with their sights on a listing are NOP. MIL and BJM.

This year's Market Research Conference was particularly ebullient, probably because the industry has enjoyed a decade of almost unchecked growth. The top brass of the research

IT IS taking the financial investors from getting into the be few professions which hold such significant annual gettogethers. There is the fair at which research companies "retail" their letest services; there is the "head hunting" which takes place at the many social gatherings; there are the esoteric papers which excite the few fanatics, like "The the few fanatics, like "The opplication of projective tests to psychographic analysis of markets" (by Bill Schlackman), to the popular papers covering such hot issues as the research which lay behind the launch of the BBC's successful soop Eastenders.

Eastenders was very thoroughly tested by BBC Broadcasting Research because its success, and that of another programme, Wogan, launched at the same time, was vital to the corporation. It was being knocked for six by ITV in the early evening. While ITV's eudience grew from 6.4m at 5 pm to 15.1m by 8 pm, that of the BBC increased from 5m at 5 to only 7.9m at 8. Action was needed to redress the halance, needed to redress the halance, and a "soap," something the BBC had a poor record in, was the obvious answer.

The location ond the charocters were intensively researched. The favoured location with the public was Manchester (shodes of ITV's Coronotion Street), but producer Julio Smith was keen on London, and the East End, and the fact thot this was a popular second choice was enough. More daunting perhaps was the lack of enthusiasm generally for a twice weekly BBC soep. East-enders had its problems after it was lounched in Februery 1985; the audience declined in five weeks from 11m to 8m. Research found that the public considered it drab, foo serious, and too full of conflict.

Adjustments were mede and the eudience began to climb. All along it had done well on the eppreciation scales, and presumably the good opinions of its addicts persuaded more people to watch. In two months its eudience grew from 9m to 13m, a remarkeble achievement, and its appreciation averaged 80. More to the point Eastenders, together with Wogan, has suc-St James Square, Lonin mess among users, Among nonusers there is a great ignorance about the identity of stockbrokers which inhibits potential ing to "mind," but there can than 10 per cent.

### The science of budgeting

SETTING advertising hudgets remains fer many companies a haphazard rule of thumb affair. Often it is one of the last budgets to be set and the first to be slashed.

Companies with a balance sheet mentality that treat advertising simply as a cost and pay no attention to its possible effect on sales volume are selling themselves short, according to Andrew Roberts, executive director, marketing services, of ad agency D'Arcy Masius Benton & Bowles.

At an Advertising Association seminar last week, Roberts, in a paper on setting advertising budgets," warned financial managers and accountants of the dire con-sequences — especially on products selling on differen-tiation (ie better products at premium prices) of what he calls planning blight.

Companies which set their budgets this way run the risk, as Roberts sees it, of a spiral of decay. It works like this. Faced with a sales downturn, the knee-jerk reaction is often to cut the advertising budget while of the same time operat-ing a price promotion to the trade—often the quickest way to move hoxes. Over time that leads to crosion of the brand's market share as the consumer begins to think the product is no better or different from any other. Lower pricing then becomes essential to sustain sales volume and given the structure of the retail trade in the UK, many retailers would force manufacturers to do that. Profitability goes down and consequently the company seeks a cost reduction pro-gramme. That may lead to

the service of the product so the absolute value to the con-Now it is possible to take a

more scientific approach— though no one pretends it to be an exact science—and with the help of new technology attempt to justify advertising expenditure by estimating its effectiveness. The pre-requisite is good data, and lots of it. And the means is econometric modelling (the application of mathematics and statistical techniques to economic problems), giving budget setters the chance to set more scientific forecasts, based on an understanding of the total trading environment. The most precise data is available to mail order operatives. However, manu-

facturers of fast moving packaged goods frequently have excellent consumer sales

information in the form of

shop audits.

and the longer term effects, built up over many years, which can be inferred. Econometric analysis, he says, has shown that the effects of advertising are not necessarily immediately apparent, but are detectable for anything up to a year. This afterburn effect raises further questions. Does advertising, for instance, affect brands in other ways, such as price sensitivity. After econometric analysis of some 22 different products in

Roberts, between

different markets (all packaged goods) he found evi-dence to suggest that it does. He divided the products into four categories: unique (no direct competitor), brands with a distinct difference (eg confectionery goods), me-too brands (those

Andrew Roberts is available from the Advertising Associa-tion, Abford House, 15 Wilton Road, London SW1 INI or from DMB&B. St James Square, Lon-

This advertisement complies with the requirements of the Council of The Stock Exchange.



HALIFAX BUILDING SOCIETY

(Incorporated in England)

### £50.000.000 10% per cent. Loan Notes 1991

The issue price of the Notes is 100% per cent. of their principal amount.

The following have agreed to subscribe or procure subscribers for the Notes:

Morgan Grenfell & Co. Limited

**ANZ Merchant Bank Limited** Banque Nationale de Paris Baring Brothers & Co., Limited

Crédit Lyonnais Girozentrale und Bank der österreichschen Sparkassen Aktiengesellschaft

Kleinwort, Benson Limited **Merrill Lynch Capital Markets** Samuel Montagu & Co. Limited Morgan Stanley International

J. Henry Schroder Wagg & Co. Limited Swiss Bank Corporation International Limited S.G. Warburg & Co. Ltd.

Banque Indosuez **Barclays Bank Group** 

County Bank Limited **Deutsche Bank Capital Markets Limited** 

Goldman Sachs International Corp **Hambros Bank Limited** 

Mitsubishi Finance International Limited Morgan Guaranty Ltd

Orion Royal Bank Limited Standard Chartered Merchant Bank

Lloyds Merchant Bank Limited

Union Bank of Switzerland (Securities) Limited **Westpac Banking Corporation** 

Application has been made to the Council of The Stock Exchange of the United Kingdom and the Republic of Ireland ("The Stock Exchange") for the Notes to be admitted to the Official List.

Interest on the Notes will be payable annually in arrears on 26 March, commencing 26 March 1987.

Particulars of the Notes and of the Society are available in the statistical services of Extel Statistical Services Limited. Listing Particulars for the Notes may be obtained during usual business hours up to and including 24 March 1986 from the Company Announcements Office of The Stock Exchange and up to and including 3 April 1986 from the following:

Halifax Building Society Trinity Road, Halifax West Yorkshire HX12RG

Pember & Boyle 30 Finsbury Circus London ECZT 2HB Orion Royal Bank Limited 1 London Wall London FC2Y 5UX

20 March 1986



Bosses come in all shapes, sizes and colours. Will varying job descriptions, they strive to improve your efficiency, help ease the workload and identify areas where you've performed well. They're always bright and around when STABILO BOSS sound like your boos, you should get a STABLO BOSS. They're the brand leading range of fluorescent markers which will pinpoint important details, and in gridient essential facts and inspired at a stroke – so that you can see thom at a clarify. at a glance.
If you'd like to add a little colour to your working day,
please send for a free sample. You will also receive
datails of all the other Bosses too – that are perfect for
computer print out, NCR copies and very thin paper.
Just how many Bosses do you need?

of Commercial Schwan STABILO Swan STABILO Limited, 74 Buckingham Avenue, Slough,

# PERSONAL

In the Budget, a revolutionary new plan was announced which will enable you to invest in shares with considerable tax

You will be entitled to invest in a plan:

\* £200 a month or £2,400 a year

\* Free from income tax on reinvested dividends

\* And free from capital gains tax
Fidelity International, one of the world's largest investment organisations, firmly intends to be a leader in this exciting new area of investment.

To make sure YOU are one of the first to benefit from these new opportunities, complete the coupon below or 'phone us on Califree 0800 414161.

To: Fidelity International Management Limited, PO Box 90, Tonbridge, Kent TN9 1DQ. Telephone: 0800 414161.
Yes, I would like to know more about these new investment opportunitie Please send me further details.





**BRITISH PRINTING & COMMUNICATIONS CORPORATION PLC** has acquired the assets of

AD/SAT, INC.

The undersioned initiated this transaction and served as financial advisor to the seller.



Ladenburg, Thalmann & Co. Inc.

February 28, 1986



Country Life The Game Fair, one of the highlights of the year, is covered in depth in our special number. Book space now.
Reproduction is always superb. And it's reduction is always a ideal medium by reproduction is always supers. And it's as ideal medium for reaching the top cross-section of opinion-formers. Get alread of the game with Country Life.

Contact Nigel Locker. 01-261 5401.

**AS EASY** AS JCB

CONSTRUCTION

EQUIPMENT

### **TECHNOLOGY**

Bernard Simon, in Toronto, examines how North American mines are making the most of their mineral deposits.

# Squeezing more gold from them thar hills

MINING COMPANIES around lug the capacity of their Round the world are seeking to expand Mountain Mine in Central the applications of an extraction Nevada. Round Mountain is s which has revolutionised North American gold mining in the past five years.

March 20 Lag

LOPHER FOR

professions which states are their lates and takes place at the gatherness there are takes place at the gatherness there is a paper. The profession of the popular at 2 such hat issued at a which lay believe of the EEC and steeders.

mders

mders

mders

mders

mders

delversed by

messand that was

same time, we de

defor such thy

evening. While to

evening. While to

great from the

C increase of ma

c or orders the be

soop, someties

d a poor someties

do posation

incation and
ers were intended.
If the favoured her
e public was Made
of ITV's force
but product it
as keen on Lander;
r End, and the far;
generally a common and
perhaps was forcedly it
executed its problems;
lastiched its problems;
lastiched its from the bit
in four that he recold it drah, he re-

inde dese and a

to water production to the total district to

the parties of the pa

with Winder

andies and

: 20 pg T15 The Cart

112 - 20 - 20 - 20 12

ف براه

والمنافقة المنطقة وأبادا

– s jeziet 🛚 🕏

-- १ : जन्मि ग्रह No. of the second

i je g sa Zalade The Property

Known as "beap leaching." the process has enabled mines to overcome high labour costs and avoid the expense of build-ing a conventional mill, thus enabling them to exploit profitably vary low-grade

Heap leaching at about two dozen mines already accounts for one-third of US gold ontput, compared with less than 5 per compared with less than 5 per cent at the end of the 1970s. Mr Robert Friedland, chairman of Vancouver-based Galactic Resources, which is on the point of opening a 120,000-ouncesa-year heap leach operation in Southern Colorado, forecasts that over half of US gold production will be heap leached by the end of the decade. Galartic's new mine will cost a modest US\$40m, about a third cheaper than a normal under-ground operation.

The growing interest among large, established companies in heap leaching is reflected in the opening this year of mines owned by Consolidated Gold Fields and Newmont Mining. Echo Bay Mines of Edmonton

and two partners are examining the feasibility of at least doubl-

already the world's largest heap leaching operation with ex-pected 1986 output of 160,000

The heap leaching process consists of spraying a solvent— normally a sodium cyanide solution — over large piles of broken gold-bearing ore placed on impermeable asphalt or plastic pads. The solution, applied through an overhead sprinkler system, percolates through the ore, disolving the

> Over half of US gold output will be from heap leach production by the end of the decade

gold (and sometimes silver too). The "pregnant" solution is then pumped to a recovery plant where the gold is removed either by absorption on activated carbon or the more traditional zinc precipitation method.

Although recovery rates are considerably lower than mill-lng, heap leaching justifies the construction of mines with ore

grades as low as 0.02 ounces is the coldest site at which of gold per ton, which is about heap leaching has heen one-tenth of the gold content required for conventional North American gold mines. Galactic's Summitville Mine, with an averago grade of 0.047 ounces per ton, will break even at gold prices well below US\$150 an ounce, less than half present market levels. Simple as it souds, heap leaching can be o tricky business. Success depends on the porosity and oxygen contcot of rock being mined, the fineness to which required for conventional North

weather. The process works hest on well-oxidised, fractured ores found near the surface in dry, temperate climates. The pre-sence of other metals, such as copper or zinc, may require the ore to be "roasted" before it can be leached.

Some heap leach mines at high altitudes in the US suspend operations during the winter. Unsuitable weather conditions hove discouraged the use of the technique in other countries, including Canada.
The US construction group
Bechlel is currently breaking

new ground by designing a heap leach operation for waste dumps of a British Columbia copper mino owned by Gihral-tar Mines, a subsidiary of Placer Development of Van-

ottempted throughout the year. Soma heat will be generated by the chemical reaction caused by the leaching solution.

Placer may also erect a beap leaching pod at one of two gold mines it is considering building in Papua New Guinea, although the company stresses that the viability of the projects wilt depend on conventional milling techniques.

A few small heap leach promined the fineness to which ore is crushed and even the jects have been launched in Australia. North American min-

> Cuts in labour and construction costs mean lower-grade ores can now be exploited profitably

ing officials also see opportunities to use the process in Mexico and South America. South African mining companies have expressed interest in heap leaching as a means of recovering the traces of gold still left in tailings dumps.

On the other hand, Placer rejected heap leaching at its large new Kidston Mine in Queensland, Australia Although

cyanide solution) and the fine crushing that would be needed for acceptable recovery rates. Conversely, tailings on South
African mine dumps are
generally considered too fine
for the solution to percolate
through. Existing heap leach mines are trying to refine the process with the aim of achiev-ing improved and more con-

sisient results, cutting costs and increasing recoverable reserves. Pegasus Gold of Vancouve ls building an unusually large

Is building an unusually large ore heap at its new mine at Florida Canyon, Nevada. The "super-pad," with a diameter of 3,000 ft, will eventually hold up to 17m tons of ore to a height of 60 ft.

Pegasus is also one of a handful of mines installing conveyor stacking systems to replace the trucks normally used to load ore on the pads.

ore on the pads.

The possible expansion of Echo Bay's Round Mountain property has also opened new borizons for heap leaching. Operations at Round Mountain have up to now centred on early volcanic rock which is close to the surface, heavily fractured and oxidised, in other words well-suited for leaching.
On the basis of metalingical

tests completed last year, Echo Bay is confident that the tech-Placer Development of Vancouver. A solvent extraction the climate appeared suitable.

Plant at the mine is due to there were other problems, inbe commissioned in Oclober. cluding the ore's high sulphide

According to Placer, Gibraltar content (which consumes the public reserves to 176m tons.

# Gas injection for sinking sea bed

8,000 hours per year. At an exchange rate of NKr 7 to

Maritime Protection, which

recently became a subsidiary of Permea Inc, a member of

Ekofisk Field, where the sea bed is sinking as a result of reservoir compaction, are con-sidering a novel project to solve the problem. This in-volves the injection of nitrogen into the reservoir es a method of solving or stopping the sinking process.
Over the longer term, the
sea bed subsidence is a threat
to the safety of the ficid's installations

Past nitrogen injection schemes have envisaged putting the nitrogen plant either onshore or on a platform in the field. Now a Norwegian firm, Maritime Protection, is proposing to instal on board a purpose-built ship a nitrogen plant based on membrane separation of air, with the gas being piped to an injection platform via a single leg mooring husy (see illustra-

Martimo Protection has been working in co-operation with Norsky Hydro, which, as well as being a partner in the Ekońsk Field, is itself an important producer of industrial gas, particularly nitrogen nitrogen.

the dollar this gives a dollar price of 0.54 per 1,000 standard cubic feet, exclusive An advantage claimed for the mobile plant is that it of capital costs. could be huilt quickly-within three years—and relatively

A 52,000 ton dw ship with a plant able to supply 600m the US Mansanto group, claims to have been the first standard cubic feet per day, plus the buoy and pipeline, would cost an estimated NKr 4hn. The gas would cost NKr 0.15 per normal cubic metre, based on operation for company in the world to supply nitrogen plants, hased on membrane separation, for lnert gas systems on board

Maritime Protection has that its proposed ship would not necessarily have to be hullt hy an oll company requiring the nitrogen. It could be built, owned and operated by an independent firm, which would sell the gas where it was needed, at a fixed price per cubic metre.

# New generation of high-powered lasers

energy to bear on a target, you get surprises. It's a whole new area of physics," remarked a senior US psysicist of the Los Alamos National Lahoratory in Natural Morion.

New Mexico.

Los Alamos is collaborating with two British laboratories to mising wavelength, deep in the explore this new physics of ultraviolet, close to X-rays. In

explore this new physics of stellar pressures and temperatures, as o spinoff from a British scientific programme in laser development that serves university scientists.

The physics is of immense military, as well as scientific, interest, and the US Government may fund a British scheme to build one of the world's most hrilliant lasers for further Anglo-US collaborafor further Anglo-US collabora-tive research. This would cost

Since midsummer 1984, scientists from Los Alamos and Britain's. Atomic Weapons Research Establishment, Aldermaston, have been using a laser called Sprite to study how powerful pulses of laser radiation was attacked. tion may damage strategic targets. When intense bursts of anergy strike a target, the effects can be explosive. They lie at the heart of the novel speed-of-light weapons proposed for defence ogainst

Sprite is a demonstration of onew laser principle discovered in Cambridge in the mid-1970s. The excimer laser, as it is called, is a pulsed laser of much higher efficiency than the high-

higher efficiency than the highpowered glass lasers: theoretically as high as 10 per cent.

Sprite was developed by the
central laser facility of the
Science and Engineering Research Council (SERC), at its
Rutherford Appleton Laboratory at Chilton near Oxford. The facility consists of a family of powerful lasers available for experiments by about 150 scien-tists apread throughout British

tists apread throughout British universities.

Dr Mike Key, the director, spends about £3m a year to maintain this service, which span o wido spectrum of research from "flash" photography of living cells to novel ways of making micro-electronics

For example, SERC and the

For example, SERC and the

For example, SERC and the Industry Department are jointly supporting research with Sprite which could give the British semiconductor industry a head start in making a new generation of silicon chips, using ultraviolet laser lithography to reproduce the complex submicron-sized structures.

Sprito is a kind of chemical reactor, in which a new kind of chemistry involving inert gases, such as krypton, is harnessed. The inert gases do not normally combine chemically with other elements. In the exclmer laser they are persuaded to combino briefly into such compounds as krypton finoride by a gigantic holt of electricity.

In Sprite, this reaction takes place in a steel vessel with a "window" of titanium foil through which a hurst of electrons at about half-a-million wolts and balf-a-million amps can be blasted. The reaction unleashes a bolt of ultraviolot laser radiation.

As Dr Key comments, the

laser radiatioo.
As Dr Key comments, the excimer laser is o very robust kind of laser compared with the fragile glass lasers such as Vulcan, his biggest facility, with six beams now available for simultaneous experiments.
Sprite is "less like optics, more
like engineering," he says.
SERC has been funding the development of the excimer laser aince 1960, in parallel with the development of Vulcan, as a major new scientific tool pioneered by

Their progress attracted tish end of laser targe attention at Los Alamos, long associated with high-powered associated with high-powered laser declaration. laser development. In Anteres it claims to have the world's higgest laser, an infrared instrument huilt of modulea

into a target.

Sprite offered a more pro-

about £50,000 to the Rutherford

These experiments have contributed vitally to the design of a new Los Alamos laser, called



Aurora, the Americans say. They claim Aurora will be the world's biggest krypton fluoride laser when it is ready this summer. It may put 50 times as much enorgy into the target as

But Sprite's unique features —such as its very sbort pulse, fine focusing, and its ability to fire 20 or more "shots" a day

me zo or more snots a day

—are still valuable.

A new and much bigger series
of joint experiments, worth
about £1m to the central laser about 21m to the central taser facility, has just heen agreed. They will be funded nuder 21e US Strategic Defence Initiative (SDI), by the research programma concerned with lethality and targat hardening.

A similar series is also planned by the same three collaborators using another facility at the Rutherford Laboratory. Called Isis, which I discussed in this column last month, this series will explore the physics of proton beam

impacts on targets.

More amhitiously, however, More amhitiously, however, scientists at the central laser facility led by Mike Show and Fergus O'Neill have put forward proposals for a new laser for "target-shooting." Called Supersprite, this would consist of ten modules of the Sprite laser, and would be more than ten times as powerful. It would be a dedicated facility, tailored to SDI

ful. It would be a dedicated facility, tailored to SDI requirements and costing an estimated £10m to huild. It would he by far the facility'a biggest laser yet.

The Rutherford Lahoratory has wide experience in building major tools and facilities for science, not only in Britain. It is just finishing a £10m radiotelescope in Hawaii, the James Clerk Maxwell, for an Anglo-Dutch research pro-Anglo-Dutch research pro-

Supersprite appears to have enthusiastic support from SDI senior management, including Gerold Yonas, chief scientist. who visited the Rutherford Laboratory recently. The Rutherford has a very good name in the SDI office," comments the senior Aldermaston scientists coordinating the British end of laser target

tract to design and build Supersprite means Britain's participation in the engineering of a new generation of lasers.



We're the largest consumer goods marketing group in Hong Kong- and by far the biggest importer of brand name foods.

If Hutchison is the heart of Hong Kong, then our John D. Hutchison subsidiary is one of the major arteries of business.

JDH is Hong Kong's largest consumer product marketing organization and certainly the most professional - importing foods, confectionery, pharmaceuticals, hotel supplies and other items. It's been said that everyone uses at least one of our products

We're the marketing arm for Beecham, Cadbury, Kellogg's, NIKE, Richardson-Vicks, Burroughs Wellcome and over 100 other world-famous manufacturers. And we have the broadest distribution network reaching from the tiniest traditional Chinese stores to big, modern supermarkets. We're in retailing too, with specialty sports stores.

While imports account for a major part of JDH's turnover, exports are growing in leaps and bounds. Trade with China doubled last year and will continue to show growth this year.

If you need professional representation, call us first. You won't find a better trading partner. Because Hutchison is Hong Kong.

For our Annual Report, which gives you a clear insight into our strengths, diversity and human resources, write to: The Lord Derwent L.V.O.. Managing Director, Hutchison Whampoa (Europe) Ltd., 9 Queen Street, London WIX 7PH, U.K. Or to: A.C. van der Linden, Company Secretary, Hutchison Whampoa Ltd., 22nd Floor, Hutchison House, 10 Harcourt Road, Hong Kong. It could be the start of a profitable partnership.

Hutchison. We mean business in Hong Kong.

All these securities having been sold, this announce-ment appears as a matter of record only.



DM 120,000,000 1%% Bonds due 1993 with Warrants attached

The Bonds are guaranteed by

The Full Bank, Limited Tokyo, Japan

WESTDEUTSCHE LANDESBANK

YAMAICH INTERNATIONAL (DEUTSCHLAND) GMBH

CITIBANK

ALGEMENE BANK NEDERLAND N. V. COMMERZBANK

BANK OFTOKYO (DEJTSCHLAND) COUNTY BANK

CSFB-EFFECTENBANK AG

BANQUE NATIONALE DE PARIS

DAIWA EUROPE

DRESDNER BANK Aktiongspelischen

FUJI INTERNATIONAL FINANCE Limited

GENERALE BANK KREDIETBANK INTERNATIONAL

MERRILL LYNCH CAPITAL MARKETS

**GOLDMAN SACHS INTERNATIONAL CORP.** 

KLEINWORT, BENSON MORGAN STANLEY INTERNATIONAL

NOMURA EUROPE GMBH

ORION ROYAL BANK Limited

SUMITOMO FINANCE INTERNATIONAL

SWISS BANK CORPORATION INTERNATIONAL LIMITED

sue Paribas Cepital Markets Lim Being Brothers & Co.,

tache Girozeni

obert Fleming & Co. Limited

to Securities Co., Ltd.

Monon Kapayo Kakumana (Europe) Limited Sal. Oppenheim jr. & Cle.

Mo Truet Interne

gin international Bank (Europe) S.A. Talyo Kobe International Limited Union Back of Switze Limited

no- und We S. G. Watung & Co. Ltd.

Yasuda Trust Europe Limited

### **UK NEWS**

Kenneth Gooding assesses GM's mixed fortunes in Britain

# Vauxhall pays price of success

joined Vauxhall Motors as chairman only five weeks ago, yesterday rushed to defend General Motors' UK subsidiary against accusations that it has been blatantly buying market share in Britain.

The allegations flared up again because Vauxhall astounded the UK motor industry on Tuesday with the news that, in spite of achieving record new car sales and market share in Britain, its net loss soared from £9.4m to an unprecedented £47.4m.

Since 1981 Vauxhall has doubled its new car market share in the UK and Mr Bagshaw suggests that it is a victim of its own success. 'Our major competitors have car production capacity in place and Ford and Austin Rover have been under pressure to do whatever they can to use as much of that capacity as possi-

So extra bonuses and higger discounts for dealers have become widely used by the manufacturers to give dealers more room for manoeuvre to "move the metal." Mr Bagshaw insists, however, that Vauxhall has only followed its competitors and never set the pace in the discount war.

For example, in 1984 Ford gave its dealers extra incentives of roughly £130 a car and Austin Rover £112 a car. GM spent £30 a car. Mr Bagshaw says the 1985 fig-ures are confidential but Vauxhall bad to follow the two main competitors and move its special support up to fill a car.

The pace bas not slackened in 1986. Mr Bagshaw says he lost a major deal with a rental company that buys 6,000 to 7,000 cars a year which has been offered discounts of way with extra discounts and incen- made recently to the British Gov- turn to profit.

nearly 50 per cent on list prices by Vauxhall's rivals. "We simply walked away from that deal. There to last year's financial disaster." is nowhere else in the world where

VAUXHALI

VEHICLE SALES

E30 650

that kind of discount is given." Dealers confirm Mr Bagshaw's view. Mr Jim Bacchus, managing director of Jessups, which has both Ford and Vauxhall franchises, says: "Vauxhall is always following, rather than leading with extra incentives. For example, currently Ford is much more active in providing up-front money to its dealers to give them more room to deal."

Even if Vauxhall has not led the

Other factors played their part. Vauxhall imports many built-up cars and components from West Germany and the rise in the value of the D-Mark from DM 4 to the pound in July to DM 3.5 in Decem-

Bagshaw maintains.

ernment, Vauxhall is on course to achieve an average 60 per cent UK content for all British-made vehicles and to build 65 per cent of all cars sold in the UK at its British

In the past few months Vauxhail has switched the supply of about £20m a year of materials and components from continental European sources to British, so that it is gradually becoming less reliant on West

German suppliers. The other main problem Vauxhall faced last year was that it did not get the scheduled output from its factory at Ellesmere Port on Merseyside which has been re-vamped at the cost of £50m (bor-rowed in Britain) to assemble the new Astra.

Mr Bagshaw says that this was in no way the fault of the 5,000 shopfloor employees. Serious prot with the computer software used by the highly automated equipment and deficiencies in the plant lay-out were to blame.

In the event, Ellesmere Port. which was staffed to produce 29 cars an hour, produced only 25 an hour. For the past few months the factory has been turning out cars at 29 an hour and that will be a great benefit to 1986 financial results.

Mr Bagshaw, an ebullient Australian who was formerly marketing director, is given much credit for transforming the company from ber bad a severely adverse impact an also-ran to the position where it is challenging Austin Rover for sec-"Every car we import at the mo- ond place in the UK car market. He ment is an embarrassment to us admits, however, that a big job rewith the D-Mark where it is," Mr mains to be done to turn Vauxhall around, and that it is too early to However, in line with promises it forecast when Vauxhall might re-

# Peugeot Talbot to export cars from UK

BY JOHN GRIFFITHS

PEUGEOT TALBOT, the French Peugeot group's UK subsidiary, is to produce fully assembled cars for export for the first time in 10 years. Production of lefthand-drive Peugeot 309s at a rate of 250 a week, will begin in September for sale in the Netherlands and Belgium.

The decision, announced yesterday, will make Peugeot Talbot the only one of the "big three" foreignowned manufacturers in the UK to

be selling cars abroad. · Vauxhall, the General Motors subsidiary, was the last of the two the Peugeot group.

were Hillman Avengers, exports of mand expected during the UK's trawhich ceased in 1976. At the time, the company was known as Chrys-ler (UK) and formed part of the US carmaker's European operations. Subsequently, these were sold to

US-owned multinationals to persist with car exports, of the Chevette. These were abandoned in 1981. However, Ford and Vauxhall's sister company Bedford export vans from the UK.

The last complete cars sold over
The last comp

The company said that a decision by its French parent was expected

Principal production of the 309 is ditional car sales boom in August at Peugeot's Poissy plant, which is running at full capacity of 5,000 a week. The 309 is also to be built at within the next few months' on Villaverte, Spain, from the end of whether Ryton would share in prothis year, but for the domestic duction of the D60, a medium-sized market only.

TER

RR

8.83

₩ Bo

# "I'm more than just a face. A pair of long legs for example."

"Working as a model is a lot tougher than most people think. I often come straight off a plane and go directly into a photo studio. I have to smile and look my best. To manage that as well as possible, I've learned the importance of travelling in comfort. That's where SAS comes in".

PERNILLE DALSGAARD MODEL, COPENHAGEN. 90 FLIGHT HOURS 1984.





SAS EuroClass and First Business Class. Extra legroom. Wider, more comfortable chairs. A separate cabin. Fewer seats abreast for more elbowroom. First Class meals. Free drinks, wine and champagne. Access to Scanorama Lounges at our 18 busiest destinations. All for the normal economy fare. Have you stretched your long legs on a SAS flight recently?

### **UK NEWS**

Tim Dickson calculates an unorthodox index

# Royals ring in bull markets

ritain

aten Vantel of

A CONTRACTOR

= MALENE

1.27至 医性隔

He street 195

E (E)

de attornograf

was Promise

a mi umen.

gen in Production"

5- Stat 2:26:

Sarah Ferguson.

Gilts and equities both rose sharply in hectic trading with the FT Ordinary share index 14.9 points higher at a record 1,389.5 and longdated gilts in some cases 2% points better at the close.

buying lies in the bullish signals coming from the authoritative Fi-nancial Times Boyal Weddings and Engagements Index (FinWed for

AN UNAMBIGUOUS "buy" measured was flashed to the London stock market yesterday when Buckingham Palace officially announced the engagement of Prince Andrew, the Queen's second son, to Miss Sarah Ferguson.

Citize and applicate both area of the prince Henry), the index includes a couple of well-known "extra blue" (chips (Princess Elizabeth/ prince the welcomed the news of Prince Charles/Lady Diano Spencer), a number of ordinary blue chips (mostly sisters and cousins of the subsequent six months.

Princess Margaret, Princess Margaret, Princess Margaret, of New Mar present Queeo) and a "stock" which was only temporarily listed on the main market (the Duke of Windsor, or Edward VIII as he was previousy, and Mrs Simpson).

Investors' current optimism is There were those who attributed the latest jumps to lower interest rates and the confident budget diately after ceremonies. This statement from the Chancellor of the Exchequer on Tuesday. But the higher level in the case of six out of real reason for the new hurst of the nine engagements and six of the nine engagements and six of the 10 weddings.

The stock market, for example, was 12 points up at 112.4 six months after the engagement of Prince Henry to Lady Alice Montagu Comprising 10 wedding constitu-ents and nine engagements (the lat-ter compiled with the help of De-brett's Peerage and Princess Alice, who kindly volunteered the dote of the announcement of her engage-

Alexandra and the Duke of Kent, of course, provided a strong underpin-niog to the steady bull market of the 1960s (though initially the Duke of Kent displeased the market).

Events on the trading floor yes-terday suggested that news of the FinWed index had already leaked out into the market.

Jobbers poioted out, for example,

that some of the biggest gains were chalked up to gilt-edged securities, where the key players are often blue-blooded members of the aristocracy and (io some cases) relatives of the Queen. Some stockbrokers were keen to highlight those individual sbares

(known as "Fergies") which are likely to benefit from the expected

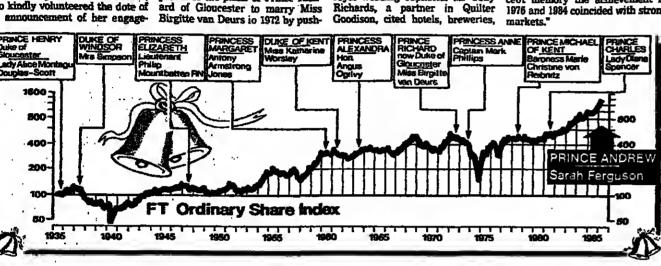
royal wedding euphoria. Mr Tony

companies generally as among those which should reap higher "Coming on top of all the other

good news, Mrs Thatcher's speech over the weekend and the Chancellor's confident message on Tuesday, I think the royal wedding could well keep the ball rolling," he added in what was clearly an oblique reference to the FinWed index theory. Over at the City of London offices

of the stockbroking firm Simon and Coates, at least one doubter yester-day was pinning his hopes on a different set of chart signals. Mr Gavyn Dovies, the firm's respected chief economist, said that he had beeo looking at the correlation between stock market performance and those years in which South-ampton football club had reached the semi final of the FA Cup.

"The team has done so, of course, io 1986 and it has happened 10 times in all," he explained. "In receot memory the achievement in 1976 and 1984 coincided with strong



# Sites shortlisted for new power plants

BY MAURICE SAMUELSON

THE ELECTRICITY industry yesterday named five possible sites for

new coal-fired power stations to re-place existing capacity.

Two of them - at West Burton and Hams Hall - are close to Midland coalfields. The other three; at Marchwood, near Southampton; Kingsnorth on the Thames; and Killingbolme on Humberside; are all capacity is most deficient. coastal sites which could operate no

tral Electricity Generating Board (CEGB) to the House of Commons raise imports to 30m tonnes a year, select committee for energy, which is conducting an inquiry into the future of the coal industry. The cent, because of the difference between the committee industry. The cent, because of the difference between the difference with senior colleagues, Lord Marting in thing timons, the CEGB and that it was possible to pared with a world price for similar quality coal of less than £28 a tonne.

Appearing before the committee with senior colleagues, Lord Marting in thing timons, the CEGB and that it was possible to pared with a world price for similar quality coal of less than £28 a tonne. CEGB's list gives priority to the tween average world prices and fereoce, which bad grown since last sites in the south of England bethose of the National Coal Board October, represented a "hidden subcause that is where its generating (NCB).

In a memorandum to the committee which has aroused strong fears NCB coal last October to the CEGB peared in the NCB's accounts

It claims that the average price of

The sites were camed by the Cen- among mining unions, the CEGB was just over £43 a tonne, comsidy" to the NCB by electricity consumers on top of that provided by

# Now your dollar investments need never take a day off, even when you do.



Having money causes its own unique problems. Namely, controlling it so that your money is always working. Always producing. And always available for new opportunities.

The Merrill Lynch Cash Management Account" (CMA") International was created for substantial investors who want their money to work full time. Over one million people around the world are now managing the assets in their brokerage accounts this way. Here's why:

No more idle cash. All income is reinvested daily in an interest-bearing depository account.

You achieve high returns on your U.S. dollar investments, and all interest is free from U.S. tax withholding for non-U.S. citizens.

\$10 million worth of protection. All securities in your CMA account are protected for up to \$10 million per client.

Easy access. If you need cash, simply write a cheque or use the special Visa card to make purchases or get cash advances in local currency wherever you may be. The CMA Visa card is honored in 155 countries.

Line of credit. Your card or cheques allow you to borrow up to the full margin value of your shares and bonds.

Professional advice. Every CMA account holder is personally served by a Merrill Lynch Financial Consultant, who in turn is backed by the top-ranked research team on Wall Street.

To open a CMA account, you need a minimum investment of US \$25,000 in cash and securities. For more information, including a brochure containing all sales charges and expenses, please telephone Merrill Lynch at (01)382-8850 or send in the coupon below. But send no money until you have read all the information.

·	ierce, Fenner & Smith, Ltd.;
Name	
Address	
Tel (Home)	

Merrill Lynch

All of these securities having been placed, this announcement appears for purposes of record only.

### INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT

Washington, D.C.

U.S. \$ 300,000,000 91/4% Bonds of 1986/2016



**Deutsche Bank Capital Markets** 

**Credit Suisse First Boston** 

**Daiwa Europe Limited** 

Algemene Bank Nederland N.V. Banque Nationale de Paris

Generale Bank

**Goldman Sachs** 

**Banque Paribas Capital Markets** 

Morgan Guaranty Ltd

International Corp.

International & Co. Morgan Stanley International Nomura International Limited

**Orion Royal Bank** 

Salomon Brothers

Swiss Bank Corporation

International Limited

International Limited

Merrill Lynch

Union Bank of Switzerland (Securities) Limited

S. G. Warburg & Co. Ltd.

### **Public Works Loan Board rates**

	Effec	tive I	March 19			
	Queta	loans	repaid	Non-quota	louns	A* repaid
			at			at .
Years	by EIPt	A‡	spaturity§	by EIP†	A‡	maturity\$
1	_	_	10%	_	_	11#
Over 1 up to 2	102	107	10 <u>‡</u>	117	111	111
Over 2 up to 3	1 <del>0  </del>	10 <del>1</del>	10¦	11#	11 <del>]</del>	- 11
Over 2 up to 4	10}	1 <del>0 }</del>	1 <del>0]</del>	111	111	10%
Over 4 up to 5	10±	1 <del>0 i</del>	10 ž	111	111	10}
Over 5 up to 6	10±	101	10	10 <del>1</del>	10€	10 <del>1</del>
Over 6 up to 7	1 <del>01</del>	10ž	10	10 <del>1</del>	101	10⅓
<del>-</del>	101	10 <del>1</del>	10	105	10 <del>1</del>	10 <del>1</del>
Over 7 up to 8	-		10	10 <del>1</del>	10[	10 <del>1</del>
Over 8 up tn 0	10£	10‡			-	
Over 9 up to 19	1 <del>0 }</del>	10	01	10	10 <del>1</del>	10}
Over 10 up to 15	10	9‡	9 <u>ł</u>	10 <del>1</del>	10 <del>1</del>	10 <u>ł</u>
Over 15 up to 25	01	91	91	10ţ	10 <u>ł</u>	101
Owen SE	02	O.L	ÐΙ	181	10	10

Non-quota loans B are 1 per cent higher in each case than non-quota loans A. † Equal instalments of principal. ‡ Repayment by half-yearly annuity (fixed equal half-yearly payments to include principal and interest). § With half-yearly payments of interest only.

### Redemption Notice MITSUBISHI TRUST AND BANKING CORPORATION US\$20,800,000 Floating Rate Certificates of

Deposit due 26th March, 1987

Notice is hereby given that the above Certificates of Deposit will be redeemed on the next Interest Payment Date being 26th March, 1986.

> Agent Bank: **Morgan Guaranty Trust** Company of New York London

LADBROKE INDEX 1,391-1,395 (+22) Based on FT Index Tel: 01-427 4411

### REPUBLIC NEW YORK CORPORATION US\$150,000,000 Floating Rate Subordinated Capital Notes due 2009

Notice is hereby given that in respect of the interest Period from March 19 to June 19, 1986 the Notes will carry an interest rate of 74% per annum. The coupon amount payable on June 19, 1986 will be US\$194.86 per US\$10,000 Note.

March 20, 1986 The Chase Manhattan Bank, N.A. London, Agent Bank

### Leadership.

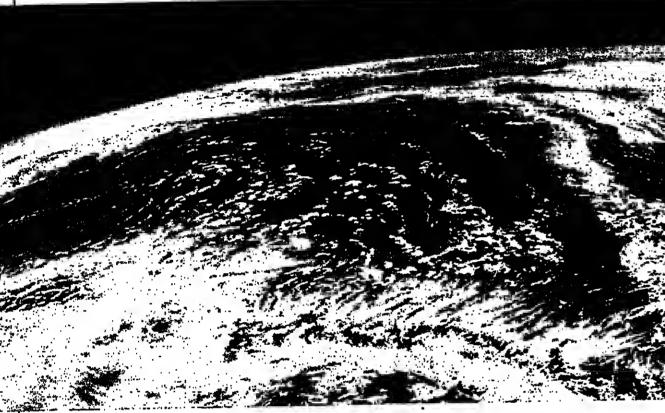


One reason why Cast maintains a dominant presence in the North Atlantic container trade.



The Blue Box System of Container Shipping

# NATURALLY OUR NEW LONDON HEADQUARTERS LOOKS SUBSTANTIAL. IT COVERS 197 MILLION SQUARE MILES.



The new headquarters of Standard Chartered Bank, officially opened today, is a striking building by any standards.

Built around a central atrium, it has already found favour with many who generally see little virtue in modern architecture.

But it is very much more than an attractive new building in the City. Because it is also the nerve centre of a network of more than 2,000 branches in over 60 countries – a network, in fact, which can offer a service across the entire 197 million square miles of the earth.

With roots in many of those countries which go back over a hundred years, we understand better than most the benefits to our customers of a bank which can handle both ends of a business transaction.

So please don't think of our new building as an office in the City.

But rather, as a gateway to the world.

# Standard Chartered STRENGTH IN DEPTH ACROSS THE WORLD.

STANDARD CHARTERED BANK, HEAD OFFICE: 38 BISHOPSGATE, LONDON EC2N 4DE.



### **UK NEWS**

# Takeover Panel moves to enforce bid rules

BY DAVID GOODHART

rules on information disclosure.

and supermarkets group, for con-trol of the Distillers whisky compa-dilution.

Shale of Counters out its own would be no from 20p the previous year.

The panel also drew attention to my. The panel, after a complaint The panel has decided that, de-from Argyl, has asked Guinness to spite the denial, this does amount to Rule 19, that: "Officials of compa-

ystem of employee remuneration. His view is that there must be

clear evidence of a likely broadly

based acceptance rather than mere-

ly interest from a few financial bod-

ies where remunerations already

varied considerably from year to

year. If the proposal does attract sufficient interest then a consulta-

tive document would be issued with

the possibility of legislation next

The basic idea is that to reduce

current rigidities within the labour

market which lead to redundancies. it might be desirable to move to a

system, where a significant propor-

tion of an employee's remuneration

depends directly on the company's

profitability. To get this idea off the ground, there might have to be

some temporary tax relief to em-

The House of Commons debate

on the budget yesterday remained generally low key, with Mr Roy Hattersley, the shadow Chancellor, outlining the details of Labour's

near £7bn plan to cut unemploy-ment, and to provide additional

help for pensioners families and the Senior Ministers believe that the

budget will be hard to attack in view of yesterday's fall in interest rates and their hope that the level of unemployment will flatten out, and possibly fall, over the coming

Mr John MacGregor, Chief Secretary to the Treasury, discussed at length a choice between cutting the basic rate of income tax by 1p and a further increase in income tax thresholds. He said the 1p cut was not intended to mean that changes

ployees concerned.

By Peter Alddell Political Editor

THE CITY of London Takeover Panel yesterday cracked down on the increased use of coded messages by companies in takeover batters to circumvent the panel's strict of public information, that the earn of information disclosure.

THE CITY of London Takeover press conference on February 20, a of uncertainty since February 20 reGuinness spokesman said: "Allating to the Guinness forecast was; though we are not making a profit unfair to other parties in the takeover.

Guinness has agreed to publish a conference on February 20, a of uncertainty since February 20 reGuinness spokesman said: "Allating to the Guinness forecast was;
though we are not making a profit unfair to other parties in the takeover.

Guinness spokesman said: "Allating to the Guinness forecast was;
the pressure of the parties of the parties of public information, that the earnof public information disclosure. ings per share of the merged entity formal endorsement of its state-(Guinness-Distillers) in 1986 will be ment when it publishes its next doc-It decided to make an example of (Guinness-Distillers) in 1986 will be ment when it publishes its next doc-Guinness, which is engaged in a at least as greet as the earnings per share were 25.3p up.

clarify a statement made on February 20 which carried an implicit profits forecast.

Rule 28 of the Takeover Code re
Rule 28 of the Takeover

ported on by the relevant auditors or consultant accountants and financial adviser. However, at a more explicit. It said that the period an offer."

Rule 28 of the Takeover Code requires that all profit forecasts made
in connection with an offer are republic statements on dilution - comshould be avoided include future
should be avoided include future

### Profits sharing Labour leaders back - idea may be shift in union laws put to the test

BY PHILIP BASSETT, LABOUR EDITOR

MR NIGEL LAWSON, Chancellor LABOUR PARTY leaders will next withdrawing labour is often spoken of the Exchaquer, is considering us-ing the forum of the tripartite National Economic Development Council for consultations over his proposals for an increased element of profit sharing in a more flexible positive rights - including the right to strike.

The move, which has the firm support of Mr Neil Kinnock, La-may carry with the offer of a legal bour's leader, comes after a special TUC conference yesterday on what kind of employment legislation the ference showed that some unions unions would like to see under a future Labour government.

Next week at a meeting of the TUC-Labour Party liaison committee Mr Kinnock will support a confidential document which proposes the establishment by a future Labour government of some positive party would reach agreement oo a rights in addition to traditional blend of traditional legal immuni-

strike should be enshrined in Brit- would have no automatic line to ish law for the first time. Though power.

week urge the Trades Union Con-gress (TUC) to accept a shift away standing. They are merely actions from the UK's traditional system of which a series of laws have protect trade union law, based on immuni- ed, to o greater or lesser degree, deties from civil proceedings, towards pending on which party is in power. Mr Kinnock's proposal may pre-

sent the unions with a problem. It right to strike definite obligations under the law, such as pre-strike balloting. Although yesterday's conare in favour of such ballots, many are not and might baulk at such an obligation.

ties and positive legal rights. Central to it is that the right to Unions under a Labour government

### Barclays acquires Visa operation from Chase

BY MICHAEL CASSELL

BARCLAYS Bank has stepped up its assault on the \$40bn-a-year international travellers cheque market by acquiring the Visa Travelers competitor is Thomas Cook, with Cheque operations of Chase Man- about 15 per cent of total interna-

Cheque operations of Chase Manhattan Corporation.

The deal, at an undisclosed price, will boost Barclays' share of the world travellers' cheque market from just over 9 per cent to about 14 per cent making it the third largest issuer in its own right.

American Express dominates the highly competitive market with an estimated 40 per cent share. The banks operating under the Visa travellers' cheque and credit card umpressed in acquiring the business, after apparently deciding that it was not prepared to make the substantial fi-

brella have an estimated 18 per cent prepared to make the substantial fi-

# in the basic rate were better than increases in thresholds. between them. Within that, the nancial or manpower commitment Chase deal will give Barclays, already the largest single issuer of Vi-further. Reaction and analysis, Page 14 You'll profit



25-27 MARCH 1986

**OLYMPIA 2 · LONDON** 

OFFICE ENVIRONMENT EXHIBITION '86

How does office environment improve productivity? Why do new developments in office technology place fresh emphasis on the working environment? The suitability of furniture and lighting; the importance of noise and temperature control; the advantages of cable management, how can these contribute to a company's profit?

PT 20/3/86

FREE ADMISSION

You'll find the answers at the Office Environment Exhibition at Olympia 2. It's the only show this year dedicated to the office environment in all its

Your complimentary ticket is below - put it in your diary today! BETA Exhibitions Ltd. 8 Southampton Place, London, WC1A 2EF

2527 MARCH 1986 · OLYMPIA 2 · LONDON Show Times: Trateday-Timesday: 9.30 am to 5.30 pm (4pm Timesday 27 March)

Extracts from the statement by the Chairman of Anglo American Industrial Corporation, Mr. W. G. Boustred

# **AMIC**

### "Amic increases attributable earnings despite depressed trading conditions"

1985 results

Wages still

faster than

AVERAGE EARNINGS in the UK

continue to increase faster than the

rote of inflation, according to fig-ures published yesterday by the De-partment of Employment. The un-

derlying rate of increase in January

remained of 7½ per cent, the same level as for the last year.

earnings in the UK were increasing

at around twice the rate of its competitors. In West Germany the rate was 4.2 per cent and in the US 3.9 per cent. Only ftaly among the

main industrial competitors had

The number of jobs in UK manufacturing industry continues to fall Employees in manufacturing fell by 7,000 in January, making a total of

64,000 job losses in 12 months. Em-

ployment in the energy and water supply industries fell by 10,000 as o

result of the coal industry's contrac-tion. This sector has lost 39,000 jobs

Mr Nigel Lawson, the Chancello of the Exchequer, said in his budget statement this week that the pres-ent pay round was showing little

sign of any significant change in

the level of pay settlements, or in

the underlying rate of growth of average earnings in the private sec-tor. However, the Treasury is hop-

ing for a slight slowdown in earn-

ings growth in the second half of

Yesterday's figures showed the

seasonally adjusted index of earn-

ings rising to 179.2, an increase of 0.6 per cent from the previous month, and 8.3 per cent up on Janu-

ary 1984. The underlying rate of in

crease is lower, the Department of

Employment said, because the un-

fects of the coal strike

adjusted figures still show the ef-

higher rate of increas

The Department said average

inflation

By George Graham

rising

Amie's ottributable eornings before extraordinary items Amic's oftributable cornings occur extraording, from for the year ended December 31 1985 increased by 9-2 per cent to Rt72 million, equivatent to 346.6 cents per share. As anticipated in the Interim stotement to shareholders, a final dividend of 125 cents per share has been declared, maintaining the dividend at 180 cents per share for the

Economic review

A year ago the South African economy bad entered a difficult and nneertain phase. However, even the most pessimistic forecasts did not adequately cater for the subsequent deterioration in the business environment. Mounting unrest in various areas and the consequent declaration of a state of emergency were associated with a rising tide of international condemostion and moves towards the ambigation of trade and other sanctions. lowards the application of trade and other sanctions. Domestically and abroad, confidence in South Africa was rapidly eroded, and the exclining rate remained under pressure, reflecting net foreign capital outflows. When the rand collapsed from an already depressed level in August, the outhorities imposed a standstill on certain foreign debt renarments.

Fiscal policies were tightened during the first quarter of 1985 and this strongly reinforced the severe monetary conditions which had aireody curbed domestic spending. The subsequent extreme weakness in local markets and the emergence of a substantial current account surplus prompted the authornies to allow a gradual reduction in interest rates. Unfortunately, the benefits which would normally have flowed from these developments were offset by the deteriorating socio-political conditions and their

For the economy as a whole, by far the most important sustaining Influence was the continued strong growth in the volume of exports. The rand proceeds from exports were further enhanced by the depreciation of the currency.

The rate of Inflation however, remains exceptionally bigh for the start of a recovery, while the volatile political circumstances affecting both domestic os well as international trading and other relationships serve as a constant reminder that the basis for recovery is a fragile one. It is obvious that in these circumstances any rapid boost to domestic demand would be extremely dangerous. It is equally obvious that the capacity to sustain a recovery which may be established this year into 1987 and beyond will depend critically on developments in the political arena, and, related to that, in respect of our external debt situation. The understanding recently reached with foreign hanks is encouraging in the sense that it removes some uncertainty. However, the fact that capital repayments have to be made is a reminder of how far we are awoy from normality for a country in our stage of development. In contrast with many other debtor countries, South Africa

is under-borrowed and there are no questions about its ability to meet interest payments. A resionation of foreign capital flows and the technology which is associated with them ore vital to renewed growth and the essential development of industry as a creator of job opportunities.

Industrial relations

1985 has been a turbulent year politically and socially. Though Amic subsidiaries have been able to ovoid significant conflict, increasing township unrest and political conflicts are beginning to impinge on the workplace.

Through collective-borgaining, management and unions have demonstrated an obility to resolva conflicts reloting nave demonstrated an obliny to resolve countries resoluted to the workplace. In the areas of social and political affairs, an urgent need now exists for equivalent processes to be created to resolve conflict through negotiation and compromise. The emergence of Pareots Associations and Parems Crisis Committees provides education authorities with appropriate negotiation partners. The development of proper machinery to bandle political, community and educational conflict will reduce the danger of over-hurdening those concerned with industrial relations with issues that they are not competent to decide.

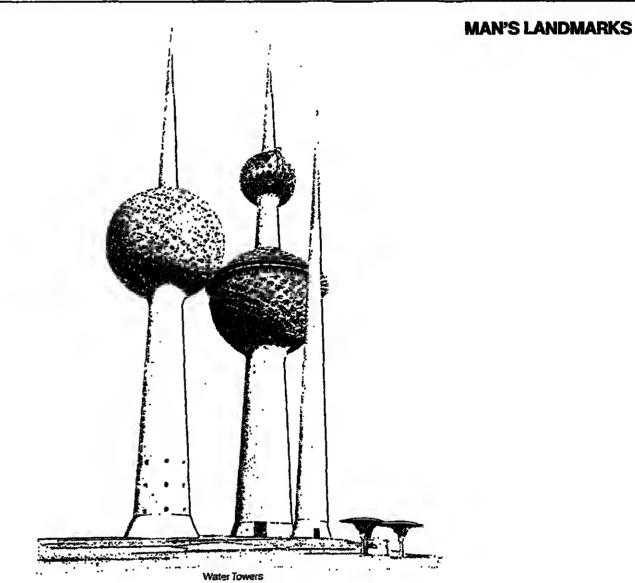
Achieving broad hased agreements on wages, working conditions and fringe benefits of the industrial council level continues to afford a guaranteed level of progress for hundreds of thousands of employees, and o far competitive environment for the enterprises involved. Amic companies believe that satisfactory bargaining structures can be achieved through negotiations between the respective parties in the metal industries. The continuing recession has put severe pressure on both profits and wages and a return to real economic confidence is urgently needed in order for industry to be able to continue the process of enhancing real wages and working conditions

Outlook for 1986

Prospects for 1986

Prospects for 1986 ore characterised by even greater uncertainty than has been the case in past years and coofidence in the South African economy will, to a large degree, hinge on the rate of political reform and the subsequent international response. Although there are some signs of an upturn in local demand, the very high rate of inflation remoins a major cause for concern. Furthermore, the contribution to the group's earnings from exports could he impacted by a continued strengthening of the rand. Amic is facing another difficult year and it is not realistic to make any prediction as to the group's earnings and dividends for 1986.

The annual general meeting of members will be held at 44 Main Street, Johannesburg, on 13 May 1986



KUWTIT

When you travel abroad for business or pleasure, the Visa Card and Travellers Cheques are all you need.

Your Visa Card means you can use the most widely accepted name in the world for travel, shopping and entertaining - at nearly 5 million locations.

Visa Travellers Cheques are welcomed just like cash around the world. If your cheques are lost or stolen they can be replaced at over 60,000 locations worldwide, usually within 24 hours.

Travel around the world confidently. Travel with Visa.



### **Money for** tax cuts from non-oil revenues

By George Graham

AFTER TAX cuts of £1hn despite a shortfall of £6hn in oil tax revenues, City analysts were ready yesterday to comb through Mr Nigel Lawson's arithmetic to find ont where the money was coming from.

They did not have to look far. The money to pay for the tax cuts all comes from the much more buoyant non-oil tax revenues he forecasts in the

Income tax revenue is expected to rise hy more than £3hn or 8.7 per cent; without the 1p cut in the basic rate of income tax the projected increase would be 11.5 per cent. A rise is predicted for non-oil corporation tax of £1hn or 11.9 per cent and for expenditure taxes auch as VAT of £5.3hn or 9.4 per cent. 9.4 per cent.

The City's immediate reaction was relief that the Chancellor had not decided to step up Gov-ernment borrowing in order to ernment borrowing in other to finance the tax cuts. Although several analysts voiced their concern that next year's Public Sector Borrowing Requirement of £7bn could not be met, the figures were made much more credible by the better than expected figures for last month's PSBR announced shortly before Mr Lawson stood up in the House of Commons on Tuesday.

Many of the City's stock-roker economists—dismissed hy the Treasury as "Young Turks," "teenage scribblers" or simply "idiots"—are more cauxous on the prospects for economic growth that sustain these buoyant revenue forecasts.

Where the Treasury is predicting GDP growth of 3 per cent in 1986, leading brokers Phillips expect only 2.4 per cent. James Capel, another brokers, is far more cautious than the Chancellor on the outlook for exports
and fixed investment—both
figures have been revised up to
5 per cent grawth by the Treasury—and sees overall GDP
growth at only 2 per cent.

The same ceution is shown oo the prospects for trade. Pbillips and Drew, James Capel, Laurie Milhank and Cepel-Cure Myers are all forecasting a drop in the UK's current eccount surplus from its 1985 level of £3bn, where the Treasury expects a rise to £3.5hn.

rise to £3.5hn.

Simon end Coates, bowever, agrees with the Treasury current account forecast while Hoare Govett and Rowe and Pitman expect a surplus of £3.9bn to £4hn.

holders. It expects the year on year rate of increase in the Retall Price Index to drop to 3.5 per cent by the fourth quarter of this year.

Mr Gavyn Davies, chief economist at Simon and Coates, said: "The Treasury's forecast on inflation looks realistic. It has not changed since the Autumn Statement because the impact of lower oll prices is offset by lower sterling."

Mr Roger Bootle, chief econoimst at Lloyds Merchant Bank, feels the forecast may be too conservative. "We feel that inflation will be within a whisker of 3 per cent hy late spring and will more or less hold that level over the year."

At Phillips and Drew, however, Mr Bill Martin sees inflation at about 4 per cent by the end of 1986 rising to 5 per cent by the end of 1987. "The pick-up we foresee in the inflation rate next year stems from the 6 per cent edvance in unit wage costs. economy-wide, over the foresee-

So do the sums add up? A slight majority of the stock-hrokers' economists feels Mr Lawson will be able to keep broadly to his announced PSBR target of £7bn in spite of the tax cuts he announced on Tuesday, but there is some scepti-cism about his public spending figurea. Phillips and Drew and James Capel both believe the eventual PSBR for the 1986-87 inancial year is likely to be £1hn higher.

Mr Keith Skeoch, Capel's chief economist, warns: "An overshoot oo the PSBR in 1986-1987 will also make Nigel Law-son's life even more difficult in the 1987 Budget as it could easily whoe out the £2bn of preelection tax cuts contained in the 1986 version of the Medium-Term Financial Strategy."

Even with a PSBR target lower than originally expected, Mr Lawson's economic package still involves expansion through the increase in asset sales from £2.6bn in the current financial year to £4.7bn next year.

"The Chancellor has been able to emerge from the last MPs will for the first time bave year with his PSBR forecast some idea what they are voting year with his PSBR forecast some idea what they are voting unscathed," says Mr Davies of for when they are asked to simon & Coates, "but privatisation has made the PSBR a public spending each year, garbage atatistic anyway. Much For years, the Treasury more important is the rise of almost £3bn in the public sector financial deficit which has been disguised by extra privatisation, and which Mr Lawson still seems keen to bury in smell

it, the Government has now faith accepted the argument for But reacting to lower oil revenues

# Ebullient Chancellor scoffs at strategy's critics

Philip Stephens hears Nigel Lawson's bullish view of the economy

MR NIGEL LAWSON, Chancellor of the Exhequer, was in characteristically ebullient form yesterday as the City greeted his Budget clined to answer some of the more difficult questions left open after Tuesday's Budget with a one point cut in interest rates. In between ilbes at the journalists who had totally misread his intentions and "foolish" oll companies who were threatening to put up petrol prices. he and unwilling to give any hostage to fortune on key issues such as unemployment and the European Monetary to put up petrol prices, he held out the prospect of still

The balance of advantage had tipped further towards full membership of the EMS but it was impossible to say whether the Government would take sterling in to the exchange rate mechanism in the lifetime of this parliament.

Sterling's status as a petro-currency had been signifi-cantly diminished by the collapse of the oil price but it was still there, threatening to push the pound in the opposite direction to other European currencies if prices continued to gyrate.

The Chancellor did not quite dispel the view widely held in Whitehall that it is Mrs Thatcher and not he who is still against membership.

That question was answered with the straightest hat be

nnemployment Mr

On unemployment Mr Lawson was keen to stress that Britain's problem was that Britain's problem was not that much worse than that of other major industrial countries. When making comparisons, however, be prefers to use the European Community average instead of tha hroader Organisation of Economic Co-operation and Development figure which includes the relatively new rates for Jepan and the US.

The outlook for the jobless

The outlook for the jobless here was the best for some time, he sald, but the Treasury was not in the game of putting a specific forecast to that expectation.

On interest rates he was keen to bold out both the carrot and the stick which have recently characterised his approach to the Confederation of British Industry. Borrowing costs should fall in parallel with declining inflation and lower interest rates abroad but whether British rates would drop to levels comparable to those of major competitors depended on factors outside his control. The Government, he insisted, would not waver from its determination to beat

inflation even if that meant higher interest rates. "The outlook for inflation certainly does suggest that interest rates might come down... but if monetary conditions require I shall not hesitate to raise them," he

The message was one that the Chancellor als been trying to get across for the last three years. High interest rates would be needed to squeeze out inflation as long as British earnings, and crucially, unit wage costs were rising much faster than those of its competitors.

Unfortunately the Treasury Unfortunately the Treasury's forcest for the economy.

forecast for the economy, published along with the Budget, projects a slight

increase in the pace of growth of unit costs this year to an annual 41 per cent, from 4 per cent in 1985. Eventually, Mr Lawson's plans to promete profit-sharing in British industry to belp overcome the rigidities of the labour market might

heip. But that "18 a very long term thing. I don't expect any quick results," be says.

The timescale for a 25p basic rate of income tax is also quite hazy. The Chancellor said he sincerely hopes that it will not take another it will not take another it will not take another it was to gut the rate from

help. But that " is a very long

that it will not take another six years to cut the rate from 29p, but then finds speculation of a 4p cut next year "en extraordinary idea."

Sh when? "I don't know. It is impossible to say. It's a matter of how soon the scope arises in the context of the Medium Term Financial Strategy."

The betting in Whitchall is

The betting in Whitchall is that some of that scope will come before a general elec-tion, due at the latest in June



"Outlook for jobless best for some time."

# Ministers welcome plans to aid long-term jobless

BY ALAN PIKE, INDUSTRIAL CORRESPONDENT

lower borrowing costs in

coming months.

Most of the criticisms of his

Most of the criticisms of his Budget strategy were "claptrap," tha onllook for the economy was the best for a generation, and the Government had a £25p basic rata of tax firmly in its sights.

Towards the City economists who were yesterday using the Treasury's own model of the economy to try to retrace its steps in projecting the ontlook for growth and inflation he was particularly seathing. "Anyone who justs feeds data into a model and believes what comes out is an idiot," he scoffed.

The Chancellor was less in-

The Chancellor was less in-

the type of help offered to the long-term unemployed. Political concern about the

1.3m who have been out of work for more than a year is increas-ing because of fears that even if overall unemployment begins to deeline the long-term unem-ployed may still be left with-out jobs. The Government is, therefore, supporting a one-toooe epproach to improve their skills and motivation and make them more ettractive to em-

Under the new Restart programme everyone out of work for a year or more will be entitled to an interview at the local Jobcentre, and where necessary to basic training in job-seeking skills. Jobstart allowances of £20 a week will be available to long-term un-For inflation, the Treasury employed people for six municiples forecast is in the middle of the if they take jobs paying less than £80 a week.

In January unemployment in hasis fell by about 1 per cent, compared with a slight national to the long-term unemployed publicity is given to the exist-plus the possibility that some ence of the allowance. individuals, supposedly unem-

BY ANTONY THORNCROFT

Arts, who personally pressed the Treasury to accept the

It has always been the present

Government's policy to build up private and corporate sponsor-

ship of the arts to balance its own funding through the Arts Council. The measures announced, which allow com-

panies to claim back corpora-tion tax on up to 3 per cent of their dividends given to an arts organisation and employees of

participating employers to obtain tax relief on donations

up to £100 a year, could add np to £10m a year for the funding

Mr Luce pnt the changes in the context of past measures which have reduced personal

taxation and lowered the period of covenanted money for the arts from seven years

The measures are the Department of Employment's response to the Commons Employment Select Committee, which recently called for a £3.3bn job creation programme to help reduce long-term unemployment, Ministers believe that the

Restart scheme is more likely to lead to real jobs, and is, therefore, better than offering temporary employment on This approach combines

being cheeper for the taxpayer and more effective for the taxpayer and more effective for secret of their bellef that the unemployed, said Mr relatively high youth pay rates Kenneth Clarke, Paymaster-are a factor in employers' General and Employment reluctance to recruit young spokesman in the Commons: The Manpower Services Commission's employment division

nine areas where the scheme interviews in the pilot areas £55, bas been tried out on a pilot only 121 epplications were received for the £20-a-week compared with a slight national Jobstart allowance. But Lord rise. The reasons for this are Young believes this will uncertain, but are likely to have increase now that the scheme included the extra belp given is a national one and greater

Luce hails support for arts

"a landmark" yesterday by Mr projects for corporate tax Richard Luce, Minister for the rellef.

for the arts from seven years sponsorship of the arts has to four. He drew attention to grown from £600,000 to £20m

THE TAX incentives in the Budget to encourage companies and individuals to support the arts financially were hailed as payments towards capital arts. Mr Luce said vesterday he

The overall policy of the Government is to "provide the framework" for the long-term financing of the arts from the private sector. Its own cash contribution will not increase in real terms. In the immediate future most of the new revenue will come from companies.

will come from companies.

The Association for Business

Sponsorship of the Arts will attempt to persuade its 150 or

so corporate members to spend np to the 3 per cent limit on the arts. This will take over from covenanting as the most

popular way of supporting the arts—under covenants the cou-

tributor could not receive publicity; under the new scheme there will be a substantial promotional pay off.

In the last decade corporate

MINISTERS ere confident that the employment measures announced in the Budget will hegin to reverse the upward trend in long-term unemployment later this year.

Lord Young, the Employment Secretary, said yesterday that the package of proposals represented a revolution in the way in which the Government Jobcentres would work, and in the type of help offered to the settled to the settled long-term, who were actually working stopped claim actually working stopped claim. This evidence encourages the lies sometimes see little point in taking jobs which pay little more than benefit levels.

Another measure, the New Workers' Scheme, is also aimed at young people. This will pay subsidies of £15 a week to employers who recruit 12 and 19-year-olds at less than £55 a week, and 20-year-olds at less than £55 a week.

Ministers hope this will increase the chances of employers retaining young people in employment at the end of the new two-year YTS, which begins next month.

week, and 20-year-olds at less

beve a three-year package for young people," said Lord Young Employers were being offered remarkable financial incentives over three years to recruit young people.

employed people for six months 10,000 to cope with the interif they take jobs paying less than £80 a week.

Stan will increase from 0,000 to cope with the interviewing programme, which will year scale of pay grades for take about a year to complete. the schemes - £27.60; £35; and If YTS becomes the normal

route to work for school-leavers, and the New Workers' Scheme proves popular, mini-sters will have succeeded, albeit by the use of subaidies, in introducing a system of lower youth pay akin to the West German model. The young unemployed are

expected the £100 limit would be raised in the future. He also

sald it was only administrative problems which excluded the

self-employed from the scheme. If they wanted to help arts

bodies they could still covenant

It will be up to the theatres, orchestras and arts centres to

decida whether they wanted to offer privileges to individual denors. It will be up to the Arts Council to ensure that the

new incentives are not used by the Government as an excuse

to reduce its own funding of

individuals and companies. This task will be made easier by the removal of VAT from display advertising for educational and

money.

the arts.

### Warm reception for personal equity plans

THE investment market has welcomed the concept of per-sonal equity plans, already known as PEPs, announced in the Budget to encourage wider share ownership. However, there is widespread

However, there is widespread disagreement on concern over the cost to the investor of using PEPs for UK equity investment and whether the scheme in its envisaged form is financially institution offering PEPs.

The scheme will allow individuals to invest up to £2,400 a year directly into equities quoted on the Stock Exchange or dealt in on the Unlisted Securities Market.

PEPs will operate in a highly tax efficient manner, with divi-

tax efficient manner, with divi-dends rolled up and switch of holdings all free of tax if kept

within the plan. Only authorised institutions will be able to market PEPs, but their role is essentially that of administra-Lord Young and his colleagues have never made any secret of their bellef that relatively high youth pay rates are a factor in employers reluctance to recruit young people.

essentially that of administrators, advisers and possibly salesmen. The investment management will ultimately be the responsibility of the individual. Thus on the face of it, PEPs would appear to be aimed at brioging the small investor back A combination of two-year yTS and the New Workers' Scheme means thet the Governbased on two features.

With such small amounts involved the investor with PEPs will not, at least initially, be will not, at least initially, be able to get a wide spread of holdings. Thus his investment will have a high risk element. Secondly, charges will be high in relation to the amount invested, especially if the investor actively switches his holdings. The Unit Trust Association's response summed up this guarded welcome.

While applauding the princlple, the UTA claims that PEPs will be very expensive to operate and contain a high risk element and it is telling the Chancellor just that. It wants the scope of the scheme to be extended so that authorised unit trusts will be a permitted investment or else management groups will be allowed to set up special unit trusts investing solely in the permitted assets that will operate as a PEP. This will provide the necessary apread of risk at lower unit costs-the principle behind unit

trusts generally.

These high charges are likely to deter the marketing of PEPs to the small investor. Mr Fred Carr, of Capel Cure Myers, sees PEPs as being very difficult to make a profit under and sees the managers being little more than paper fectories. The life companies' general reaction is one of wait and see. But Mr Alan Duggin, managing director of Crown Financial Management, ia enthusiastic over the potential of PEPs. Life the arts.

All in all it enables the arts outlets for PEPs. But Mr bodies in the UK to compete Duggin sees PEPs as just part for additional funding from of a product range offered by companies like himself.

No investor, he claims, should
be sold PEPs, with its narrow
equity base, for the first £2,400 fund-raising purposes. Adver of investment. It should be sold tising of future events is on top of building society, unit two additional measures a year. The association will also already a reclaimable business trust and regular savings life announced on Tuesday—aboli- urge all its members to encour- activity.

THE BUDGET proposals for over bids in the past year has the introduction of tax incen-

the introduction of tax incentives to encourage individuals to own directly UK equities are likely to lead to hig changes in the way companies are structured and financed.

The proportion of shares that will he held through the personal equity plans (PEPs) proposed by the Chancellor is likely to he high after a few years. At the very least, existing shareholders can he expected to make maximum use of the provisions hy switching of the provisions by switching part of the share portfolios into PEPs.

A married couple will be able to switch shares worth £4,800 each year into PEPs, a figure which may be raised in line with inflation. After five years they will be able to switch £24,000 of equities into their plans and to re-invest their dividends free of tax.

At present, about 25 per cent

dividends free of tax.

At present, about 25 per cent of UK equities are owned directly by individuals. Five years after the introduction of the scheme next January, it is likely that three-quarters of those sbares will be beld through PEPs. Only the most lethargic, ill-advised or largest shareholders will continue bolding substantial portfolios in the traditional wev. as this would traditional wey, as this would make their returns lieble to income and capital gains tax. In addition, the PEPs should attract new investors into UK equitles. The success of the privalisation issues, particularly British Telecom, and employee share schemes in widening share schemes in widening share ownership has helped create the right climate for a reversal of a 30-year trend away from the Individual shareholder. UK companies themselves may do more to encourage individual investors to take stakes, particularly as they have a record of greater loyalty to existing management in takeover hattles.

Investment trusts, such as Foreign and Colonial, Globe and the Scottish American Investthe Scottish American Invest-ment company, have already taken steps to make their annual reports more accessible to individuals and to facilitate the buying of their shares and re-investment of dividends. It is not yet certain that in-

vestment trusts will qualify as recipients of PEP money as tha Government is determined that nothing should dilute the prin-ciple of direct share ownership —and unit trusts have been excluded. However, industrial companies may be tempted to example in promoting their individual investor relations. So far, the growing threat of take- ignore this factor.

### Shipping industry attack THE GOVERNMENT'S failure 1984 of the favourable regime

industry was condemned yesterday hy Sir Brian Shaw, president of the General Council of British Shipping.

In a speech to the Command

The fleet, which had stood at

Seminar at Trinity House in the presence of the Duke of Edu-burgh, Sir Brian emphasised the disastrous impact of the haps to Government's withdrawal in ln 1995.

over bids in the past year has encouraged managers to cultivate their relationships with institutional rather than individual shareholders.

As a result of these changes, after five years, it is likely that at least 25 per cent of UK equities will be held through PEPs.

Although it is widely assumed

Although it is widely assumed that individual shareholders have little influence on company managers, such a shift in the ownership of equities could have an important effect on corporate financing decisions. Individuals owning shares through PEPs will be able to

through PEPs will be able to reclaim the 29 per cent Advance Corporation Tax that a company pays on its dividends—and the company can offset that ACT against its mainstream corporation tax which is cherged on profits at a rate of 35 per cent. Thus a company which distributes all its taxable profits (excluding overseas in-

Company structures

likely to change

to meet proposals

which distributes all its taxable profits (excluding overseas income) as dividends would pay only 6 per cent (35 minus 29) mainstream corporatioo. If all its shareholders were non-taxpayers who could reclaim the ACT, only 6 per cent of its profits would end up in the coffers of the Inland Revenue.

There is already a large and growing group of non-taxpaying shareholders, the pension funds (and insured pension plans). They own nearly 40 per cent of UK equities. Charities make up another small non-taxpaying group. Thus in five years, nearly two-thirds of all UK equities are likely to be owned by non-taxpayers.
The reclaiming of ACT by

the managers of PEPs will mean e large reduction the corporation tax yield to the Government, probably about £500m per year when the schemes are mature. Of greater significance is thet

tach a large hody of non-taxpaying sbareholders will encourage company managers to distribute a higher propor-tion of their profits as dividends to reduce their company's and their shareholders' tax liability. At present less then 40 per cent
of historic cost pre-tax profits
are distributed.
The share price of e compeny

will ect as a signal for encuorag-ing higher distributions. High pay-out ratios and dividend yields will add to the attractions of a company to both PEP Investors and pension funds. Its shares will consequently be rated more highly. Managers, who increasingly see their job security tied to their company's ahare price, will not be chie to

in the Budget to face up to its for tax depreciation which bad responsibilities for ensuring the survival of the British shipping shipping industry's ability to

50m dwt in 1975 and bad shrunk to 16m dwt at the end of 1985, would continue to shrink perhaps to little more than 5m dwt

# Shell and **BP** refuse

to absorb duty rise

By Max Wilkinson, Resources Editor TWO OF the big oil companies, Shell and BP, decided yesterday to Ignore the Chancellor's Bud-get advice to absorb the 71p per gallon increase in petrol duties announced on Tuesday. The companies said prices would go up on Saturday when they expect to have exheusted present stocks on which they have already paid duty at a pindi

However, Mr Nigel Lawson came back strongly yesterday, accusing the companies of being "foolish" and "silly" to raise

At a news conference at No
11 Downing Street, the Chancellor said: "I think it is pretty
clear, after what has happened
in the oil market and the degree of competition at the pumps, that if they ere to put up prices they will come 2-2 later. Therefore, it seems rather

foolish to put up the price in the first place."

-BP Oil said pump prices would rise from Saturday. It added: "We bave to do this...

of a period of heavy losses."

Mr Bob Reid, chairman of
Shell UK, said last year oil
companies passed on the Budget increase without objection from the Treasury, although the pump price was then 204p a gallon. It seemed odd, there-fore that they should be ticked off this year for doing the same thing when the price was around 174p a gallon.

Oil companies were still working their way through stocks of higher-priced oil, which the Government had ohliged the companies to keep. These stocks were equal to almost three months' worth of consumption. The actual price ? paid for oil going into refinerles was therefore considerably more than the present price on spot

markets.
Mr Reid said that in the first quarter of the year, Shell would do little more than break even because it would have to absorb e loss of around £100m in the value of its oil stocks.

He sald the Government take was 61 per cent of the

pump price. The otl companies wanted to make a reasonabla profit out of the rest to keep up downstream investment.
Nevertheless, it seems to be tacitly admitted in the industry tacitly admitted in the industry that competition in the market-place will continue to drive petrol prices down provided that the price of crude stays at around current levels.

Esso, the third of the "big three" in the UK with about 20 per cent of the petrol market, said yesterday It was atill considering how to react to the duty increase.

\$ \$406g

A PER SPECIAL

160578

1. Dune

intesso # Peter

Je John

Colin to David

### **NUPE** attacks 'phoney' jobs

duty increase.

RODNEY Bickerstaffe, MR RODNEY Bickerstaffe, seneral secretary of the National Union of Public Employees, said the Chancellor was offering "more bloated promises of phoney jobs on abort-term, low paid community project schemes." The Budget was "a springboard to nowbere for the low paid, but a leap into a pool of ricbes for the City," The Budget would cause anger and disappointment among and disappointment among Britain's 9m low paid workers, said the Low Pay Unit.

# Public spending confusion should soon be resolved

For years, the Treasury has published its information in ao many different inconsistent and often slapdash ways that no sets of figures bave been come is public expenditure. The repatible with others and voting maining £24.5bn includes trans-"Basically, without admitting been mainly an act of blind

But this year, the Government department dep

for the enormous sums of central government spending has been mainly an act of blind faith.

maining 224.500 includes transfers within the public sector such as the rate support grant payments from central to local government.

The new format also provides details of the reunning costs of each government department.

estimates which will need the difficulties of controlling vision for running costs for unemployment, for example,

partmental spending plans in to cash limits include all the the public expenditure White social security estimate where paper. The supply estimates for expenditure which will have to be voted by parliament for 1988-87 total £99.1bn, of which £74.6bn is public expenditure. The remaining £24.5bn includes transe third of the budget for health

A LITTLE-NOTICED document parliameotary approval before public spending. Of the £99.1bn 1986-87 is £12.69bn, 6 per cent means that more and more costs include an extra £15m for published with the morass of they can be supplied to the of voted expenditure in 1986-87, higher than the total provision people need social security the Director of Public Prosecutions as a result of revised payments.

A LITTLE-NOTICED document parliameotary approval before public spending. Of the £99.1bn 1986-87 is £12.69bn, 6 per cent means that more and more costs include an extra £15m for people need social security the Director of Public Prosecutions as a result of revised has consistent with the decision of £11.98bn for 1985-86.

The total number of civil serviced to the Director of the £99.1bn 1986-87 is £12.69bn, 6 per cent means that more and more costs include an extra £15m for the first time bave spending departments on a only £58.3bn or 59 per cent is of £11.98bn for 1985-86.

The total number of civil serviced to the Director of Public Prosecutions as a result of revised assembles of the £10.00 people need social security to the Director of Public Prosecutions as a result of revised assembles of the £10.00 people need social security to the Director of Public Prosecution payments.

of 1986-87. One reason for the slowdown is the need to iocrease staff in employment has become so some departments. This means much worse than the Governthat some central government ment expected, there will be

of 1986-87. This means that because un-

departments will suffer an in-crease in running costs greater than the average 6 per cent.

2,300 more staff employed in the DHSS than planned for April 1986, and 7,800 more than The remorseless increase in planned by April 1987. Other rises in administration during the next year.

The total number of civil servants has fallen by 18.5 per cent since 1979 and is estimated to be 600,072 for April I, 1986. But the rate of fall will now slow down and the total is estimated to be 599,768 by the and of 1900 certain and the total is estimated to be 599,768 by the and of 1900 certain and the total is estimated to be 599,768 by the and of 1900 certain and the total is estimated to be 599,768 by the and of 1900 certain and the total is estimated to be 599,768 by the and of 1900 certain and the total is estimated to be 599,768 by the and of 1900 certain and the total is estimated to be 599,768 by the and of 1900 certain and the total is estimated to be 599,768 by the and of 1900 certain and the total is estimated to be 599,768 by the and of 1900 certain and the total is estimated to be 599,768 by the and of 1900 certain and the total is estimated to be 599,768 by the and of 1900 certain and the total is estimated to be 599,768 by the and the total is estimated to be 599,768 by the and the total is estimated to be 599,768 by the and the total is estimated to be 599,768 by the and the total is estimated to be 599,768 by the and the total is estimated to be 599,768 by the and the total is estimated to be 599,768 by the and the total is estimated to be 599,768 by the circumstant and the total is estimated to the department of the Department of the Department of the Department of the Cost of the allocated to the Department of the Cost of the allocated to the Department of the Cost of the allocated to the Department of the Department of the Department of the Cost of the allocated to the Department of the Department o

employed by the Inland Revenue is expected to fail by 1,000 to 68,300 over the next yeer io spite of the huge arrears of work. The number of staff in the DPP office, on the other hand, will leap by more than 200 per cent from 1,200 to 3,750

every Wednesday Saturday To advertise 'phone:

**RENTALS** DIANE STEWARD. 01-248 5284

ICS

nell and

P refuse

absort

uty rise

Max Wakinson

C 100 to the

aif-idy pad it.

aliei won sing

Transport Edit

Treates, the same of the same

transparie with the region of the comment of the co

PE attack

every

Vedned

1. A. ≥ Mar

# **Base Rate**

With effect from the close of business on Wednesday, 19th March 1986 and until further notice. TSB Base Rate will decrease from 12.50% p.a. to 11.50% p.a.

All facilities (including regulated consumer credit agreements) with a rate of interest linked to TSB Base Rate will be varied accordingly.

Trustee Savings Banks Central Board, PO Box 33, 25 Milk Street, London EC2V SLU.

### Grindlays Bank p.l.c. Interest Rates:

Grindlays Bank p.l.c. announces that its base rate for lending will change from  $12\frac{1}{2}\%$  to  $11\frac{1}{2}\%$ with effect from 19th March 1986



Grindlays Bank p.l.c.

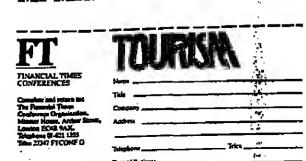
Head Office: Grindlays Bank pic, Minerva House, Mouragus Close, London SEI 9DH.

# the Prospects for

22 & 23 April, 1986

Tourism is a vitally important industry in Britain but lacks an authoritative and independent forum for the discussion of strategy, for assessment of the changes that are necessary in such areas as legislation, tax and development planning and for examination of the investment aspects. Mr Walter Goldsmith and Mr Kenneth Robinson will chair this major two day meeting which brings together a distinguished panel of speakers including: --

Mr Duncan Bluck.... Professor Rik Medlik..... Mr Peter R Tyrie.... Mr John L Broome.... Lord Montagu of Beaulieu.. Mr Colin M Marshall... Mr David Trippier, MP.... Mr Michael Herbert....



# **Bank of Scotland Base Rate**

Bank of Scotland announces that, with effect from 19th March 1986 its Base Rate will be decreased from 12.50% per annum to 11.50% per annum.

**BANK OF SCOTLAND** 

# Barclays Bank Base Rate.

Barclays Bank PLC and Barclays Bank Trust **Company Limited** announce that with effect from 19th March 1986 their Base Rate was decreased from  $12\frac{1}{2}\%$  to  $11\frac{1}{2}\%$ .



Reg. Office: 54 Lombard St., EC3P 3AH, Reg. No's 1026167 and 920880.



**National** Westminster Bank PLC

NatWest announces that with effect from Wednesday, 19th March, 1986, its Base Rate is decreased from 12.50% to 11.50% per annum.

All facilities (including regulated consumer credit agreements) with a rate of interest linked to NatWest Base Rate will be varied accordingly.

41 Lothbury London EC2P 2BP

# bank leumi (uk) plc

Interest Rates

Bank Leumi (UK) plc announces that with effect from 21st March, 1986 its base rate for lending is decreased from 12.5 per cent to 11.5 per cent per annum.

בנקלאומי bankleumi

# Clydesdale Bank PLC

### BASE RATE

Clydesdale Bank PLC announces that with effect from 20th March 1986, its Base Rate for Lending is being reduced from 12½% to 11½% per annum



Courts & Co. announce that their Base Rate is reduced from 12.50% to 11.50% per annum with effect from the 19th March, 1986 until further notice. All facilities (including regulated consumer credit agreements with a rate linked to Courts Base Rate will be varied according

The Deposit Rates on monies subject

to seven days' notice of withdrawal are as follows:-7.75% per annum Gross\*

5.625% per annum Net (the Gross Equivalent of which is 8.03% per annum to a basic rate tax payer).

Rates are subject to variation and interest is paid half-yearly in June and December. Not ordinarily available to individuals who are U.K. residents 440 Strand, London, WC2R 0QS

# TENDALO. PARTIGIES.

### BASE RATE

On and after 19th March 1986 Standard Chartered Bank's Base Rate for lending is being decreased from 12.50% to 11.50%. Deposit Rates are Gross Interest Net Interest 7 days' notice 8.00% 21 days' notice 9.00% 5.98% 6.73% Interest paid half yearly

Standard Chartered Bank Head Office: 38 Bishopsgate, London EC2N 4DE Tel: 01-280 7500 - Telex: 885951

Standard & Chartered

# Lloyds Bank borrowing rates.

Lloyds Bank Pic has reduced its Base Rate from 12.5 per cent to 11.5 per cent p.a. with effect from Wednesday, 19 March 1986.

All facilities (including regulated consumer credit agreements) with a rate of interest linked to Lloyds Bank Base Rate will be varied accordingly.

The change in Base Rate will also be applied from the same date by the United Kingdom branch of: The National Bank of New Zealand Limited.

With effect from 27 March 1986 the standard rate of interest charged for overdrafts without prior arrangement will be, on a daily basis, 2 per cent per month this is equivalent to an effective annual rate of 26.8 per cent on accounts charged monthly; 26.2 per cent on accounts charged quarterly.



A THOROUGHBRED AMONGST BANKS

Lloyds Bank Pic, 71 Lombard Street, London EC3P 3BS.



# The Royal Bank of Scotland pic

# **Base Rate**

The Royal Bank of Scotland announces that with effect from close of business on 19 March 1986 its Base Rate for advances will be reduced from 121/2% to 11½% per annum.

Days) North of Spotland pic Registered Offices 35 St. Asthew Squate, Edinburgh EH2 278

### YORKSHIRE BANK **Base Rate**

Yorkshire Bank announces that with effect from close of business on WEDNESDAY 19th MARCH 1986 Base Rate is reduced from

12½% to 11½%

All facilities (including regulated consumer credit agreements) with a rate of interest linked to Yorkshire Bank Base Rate will be



Head Office

20 Merrion Way Leeds LS2 8NZ

# HongkongBank (X)

announces that on and after 20th MARCH, 1986

the following annual rate will apply Base Rate 11½% (Previously 12½%)

The Hongkong and Shanghai Banking Corporation The British Bank of the Middle East HongkongBank Limited

# NEW INTEREST RATE

**Base Rate** 

Reduces by 1% to 11.5% per annum with effect from 19th March 1986.



# International Appointments

basis for our outstanding success.

clientele, we would like to expand our marketing team.

◆ Data General •

Den norske Creditbank is a leading commercial bank in Norway. In addition to a widespread domestic network

of branches, DnC is represented internationally on all five continents with representative offices and its wholly owned subsidiaries in Amsterdam, Hong-Kong. Houston, London, Luxembourg, New York and Singapore.

# eneral manager

securities and investment services

Den norske Creditbank (Luxembourg) S.A., established in 1974 as the first One foreign subsidiary, has Continental Europe as its principal marketing area. In 1982 we moved into our own office building in the financial center. of Luxembourg. Total consolidated assets amount to LUF 57 billion, and we employ a staff of approximately 90 people. DnC Luxembourg has a banking subsidiary in Amsterdam, and representative offices in Rotterdam and

Our securities trading and portiolio management activities have increased. rapidly over the last few years, and we presently employ 20 people in this 

DnC Luxembourg is the principal outlet for the ECU underwriting activities of the DnC Group. We place particular emphasis on trading in Scandinavian and Continental securities as well as the financial futures

In order to strengthen our management team, we are seeking to engage a highly qualified and motivated professional to head up and further develop these activities.

The successful candidate will report to the Managing Director and will be a member of the Bank's Management Committee. The person in question will have a proven record of success in securities and investment services and be between 35 and 45 years of age.

The remuneration is at an internationally competitive level for such a position, and is performance-oriented, entailing both a bonus and a pension scheme.

For further information, please contact Ole H. Aamodt, Managing Director. tal.: 352/21101. Written applications, which will be treated in strictest confidence, should be addressed in English with a resume and copies of references to:

Den norske Creditbank (Luxembourg) S.A. Boîte postale 297 L-2012 Luxembourg.

This extraordinary position offers applicants from the banking or financial sector the opportunity to put their knowledge and experience to work in our marketing/banking division. We are thinking of someone with a banking background who has excellant knowledge of data processing solutions for both headquarters and branches.

Data General is one of the world's leading computer manufacturers with emphasis on office and indu-

strial automation and over 17,000 employees world-wide. Readiness to innovate and continuity are the

Our marketing division within our European headquarters in Paris is responsible for the coordination and execution of market strategies and plans for Europe, Africa as well as the Middle East. Due to the steadily increasing demand for Data General EDP solutions in the banking sector and our growing

**Industry Marketing Specialist** 

**Banking/Financial Services** 

**European Headquarters in Paris** 

Dedication and readiness to make decisions will put you into the right position to work out directive guiding for our management. In addition to your outstanding ability on the subjects of communication and presentation, you'll have excellent written and spoken command of the English language. Knowledge of German or French languages would also be to your advantage.

If you can fulfill these requirements and would like to test and expand your knowledge and experience in an expansive, technically highly exacting industry, you should talk to us about your career. Please send your CV to

Data General Europe Michael Aha, Personnel Director Europe Tour Manhattan -5/6, Place de l'Iris 92095 Paris - La Defense 2

Data General a Generation ahead

### INTERNATIONAL **APPOINTMENTS ADVERTISING**

£41 per Single Column

Centimetre and £12 per

line. Premium positions

will be charged £49 per

Single Column

Centimetre

For further information, call:

Louise Hunter

01-248 4864

Jane Liversidge

01-248 5205

### OIL TRADER

Small, long established Oil Trader requires Trader to head Singapore representative office. Applicant must be experienced in Petroleum products. Far East familiarity is helpful but not essential. Salary in the range of USD 75,000

> Reply to: Box A0083, Financial Times 10 Cannon Street, London EC4P 4BY

plus living allowance.

Our employees are aware of this advertisement and all replies will be treated with strict confidence.

### PAKISTAN

### FINANCE MANAGER/COMPANY SECRETARY.

As a well established, multi-national group with global representation, Dur elients have become a world leader in their field through the pursuit of

Due to strong growth a decision has been taken to appoint a highly responsible professional, capable of providing full accounting and administrative support to the Managing Oirector of the Pakistan operating subsidiary company.

Based in Karachi, this position would equally suit either a Pakistan national or an expatriate seeking an unusual posting, in a very dynamic organisation. The successful candidate will be of extremely high calibre, hold a recognised accounting qualification and offer a broad commercial buckground which includes a full understanding of Company Secretarial activities. The position emphasis is on pertinent management information.

This position is seen as a long term career opportunity, providing development through postings elsewhere to other highly responsible posts.

If you feel that you can offer the high calibre of both experience and qualification, call GORDON THOMPSON of DRAKE INTERNATIONAL who have been retained to advise on the appointment.

01-621 0495

DRAKE EXECUTIVE, DUNSTER HOUSE, MINCING LANE, LONDON EC3R 7DE

### **EMPLOYMENT** CONDITIONS ABROAD LIMITED

An international association of employers providing confidential information to its member companies relating to employment of expatriates and nationals worldwide.

> ANCHOR HOUSE 15 Britten Street London SW3 2TY Tel: 01-351 7151

### an international bank with offices in Brussels.

### is currently seeking a (m/f) **Internal Comptroller**

who will be responsible for supervising the operations of all the departments in the Bank, for planning and streamlining Bank procedures and for managing the personnel in his/her department.

This key position requires a university education or training in accounting

Several years experience in a financial institution, a familiarity with computerized auditing, a good knowledge of English, the ability to work independently and travel mobility are essential

In addition to the usual benefits offered by this sector of activities (attractive salary and fringe benefits), the right person can look forward to a satisfying career with excellent prospects. All applications will be treated in the strictest confidence.

Flease write to the address below or telephone 010/32/2/771-72.61, mornings between 8.00 a.m. and 8.30 a.m. or evenings between 5.30 p.m. and 6.00 p.m.

Madame D. van TURENHOUDT, Specialist in the recruiting of financial personnel. avenue de Mai 38. B-1200 Brussels, Belgium.

**EUROPEAN CONTROLLER** 

PARIS BASED

The company concerned, quoted by financial experts and industrial analysts as one of the most successful high technology companies in the USA, combines high investment in R & D with record profitability and a continuous search for

We are looking for: TALENTED YOUNG ECONOMISTS

investment area. If you have the ability for creativity and responsibility in security analysis and fund management, this job will offer great opportunities.

Please write with full c.v. to:

PM PORTFOLIO MANAGEMENT GmbH P.O. Box 42 07 65, D-8000 Munich 43 or call Munich 89/33 20 36

International Oil Company which owns refineries in Europe and the Caribbean is looking for:

# **ECONOMICS EXPERT**

### (b) a SUPPLY and DISTRIBUTION EXPERT

University background as chemical engineer or chemical industry technologist, fluent in English. Compensation and benefits commensurate with qualifications and experience are offered.

The Personnel Manager, Cipher H 18-118501 PUBLICITAS. CH 1211 Geneva 3

The firm is offering a challenging opportunity for a manager baving a proven track record of several years' experience of multi-national operations, including responsibilities for budget planning and control, cash-flow management, consolidation and reporting procedures. Exposure to M.I.S. and order processing will be an advantage.

### The successful candidate should possess a combination of analytical and entrepreneurial skills. This assignment will be particularly attractive to candidates showing above-average qualities in terms of initiative, leader-ship and strong team spirit.

The Company is managing subsidiaries in major European countries and distributors elsewhere. The expected growth of European operations over the next two years will take the Company from a \$20 million base to \$70/\$80 million.

The position reports directly in the Vice-President International. The post offers an attractive compensation package which will meet the expectations of the right candidate. Applications, which will be treated with absolute confidence,

> C.E.A. - 5, Av. Franklin Rnosevelt 75008 Paris (Ref: 10/FV)

### Arabian Peninsula

Economics, Investment and Planning
British Arabian Technical Co-operation (BATC) is a British
Government Organisation set up as a vehicle for
Government-to-Government co-operation with countries
of the Arabian Peninsula.

**Development Economist** 

With a degree in Economics and a background and experience in project appraisal and munitoring, knowledge of Public Finance, particularly Government Development Finance and recurrent nutlays essential. You will review and evaluate feasibility and design studies particularly in the socio-economic and infra-structural sector. Quole Ref: BA/143

Financial Economist

With a Ph.D. in Financial Economics with five years' relevant experience or an M.Sc. with 10 years' experience. You will be involved in advising on all matters pertaining to the National Economy and related to financial and monetary policies. Quote Ref: BA/170

Investment Controller.

A qualified Accountant with 10 years' relevant experience. You will be involved in analysing existing and proposed investments and ensuring maintenance of accounts. Quote Ref: BA/142

The contracts are with BATC on a two-year renewable

accompanied or unaccompanied basis. One of the best benefit packages in the Middle East is combined with an attractive tax-free salary for these challenging

For an application form and further details, please write quoting appropriate reference number, to: Stephen Jones, Recruitment Manager, BATC. 12/18 Grosvenor Gardens, London SWIW ODZ or Tel: 01-730 4511, ext. 246.

British\_\_\_ Arabian Technical
Part of the British Technology Co-operation

**GENEVA BASED** 

### SENIOR MARKETING OFFICER

(with Middle East experience)

### SENIOR PORTFOLIO MANAGER

(with expertise in U.S. and other markets)

### CORPORATE FINANCE OFFICER

Please send résume to: Yannic Mercier, c.e.o. SAUDI FINANCE CORPORATION -गाँउ।

1. A. L.

Member of the Al Saudi Bank Group 2, rue Thalberg - P.O. Box 901 1211 Geneva 1 - Switzerland

# THE MANAGEMENT MAGAZINE

OF COMPUTER INTEGRATED MANUFACTURING THOMAS PUBLICATION, 11 PENN PLAZA, NY, NY 10081 JOURNALISTS AND PHOTOJOURNALISTS

es and photographers for European and Far East bureaus of monthly business magazine focusing on manufacturing and high nech industries worldwide sought. Knowledge of business management, technology, and governments of countries covered required. Languages for local regions plus English mandatory. College degree or equivalent

Specific areas of coverage include computer integrated manufactur-ing, CAD/CAM/CAE developments, company profiles, executive profiles, process and discrete manufacturing industry developments, and new product research and development.

Competitive fees paid, with financial remuneration depending on experience and individual arrangements. Contact David Mirner, Editor, Merja Lehrinen, Managing Editor, or Frank Bennassi, Associate Editor, Managing Automation Magazine, 11 Penn Plaza, New York, NY 10001, U.S.A. Telephone (212) 868-5661; Telez: 12-6266 THOM-PUB NYK, Cable address: THOMPUB NEW YORK.

system for access to worldwide data and opinions can provide. It is currently looking for the following professionals. FINANCIAL ANALYSTS to cover European and UK equities AN ECONOMIST with expertise in Forex and Bond markets For any of these posts, which offer real career prospects within a rapidly expanding operation, you should have the ability to work on your own initiative, a flair for producing reports

and making presentations to dients as a result of team or

INVESTMENT RESEARCH

THE CITY. UP TO £35,000.

A leading workdwide investment banking organisation wishes to strengthen its research team which enjoys the strong support that only an international network and a top flight communications

a kind where a knowledge of German or French was required would be useful. Although based in the City, you can expect to travel abroad

individual research are crucial. Previous business experience of

on occasions. Starting salary will be competitive. An outstanding

applicant could command up to £35,000. To apply, please write in confidence, enclosing a full C.V. including area of speciality and reasons as to your suitability for the post that interests, to: European Communications Ltd., Ref: RH7, Kappa Delta House, 66-68 Hertford Road. London NI 5AE.

### **EUROPEAN SMALL** COMPANY FUNDS (ESCF)

PORTFOLIO MANAGEMENT

We are a young team in a growing

Volker Krenzler

# (a) a REFINING TECHNOLOGIST-REFINING

The candidates must have at least five years of first-class experience in various areas of the nil industry so as to be able to fulfil the above job requirements. To be based in

Please send your résumé in confidence to:

والمراوية والمتاريخ والمتاريخ والمتاريخ والمتاريخ

### THE ARTS

### A Midsummer Night's Dream

### **Martin Hoyle**

Covent Garden is playing host to the Cheek by Jowl company. In the past their Vanity Fair, Pericles and Andromache have never been less than intelligent, literate and freshly thought-

DVERTIN

per Single Cd

timetre and file

. Premium pos

be charged in

Single Colm

Centimetre

r jurther inform

Louise House

01-248 486

Jane Liverin

01-248 526

Sula

and Planning ,

uon (PATCIE) de

LINE WILL COMPA

nd a background

remover between the control of the c

towing with from

10 Jest 520

04 to seemen 170

a rein 🖘 

IN A WASSESSEE 1.5. Ore 2218

r is crowseds challenged

numbers of BATC SWIW Win

British

In Technic

-operation

ig office

----riome)

O MARAGO

i cher made

GE OFFICE

 $\alpha_{A}=0$ 

€ 2.0-

**PURATION** 

: Fank Groot

0. Bas 90i

أالتأبيتان

OLRAPIN

الها المشاخة لاي محيطة المشاخطة محيطة المستحدة محيطة المستحدية

SED

ont:
They now produce a Mid-summer Night's Dream which for charm, warmth and good-heartedness is one of the most

for Charm, warmen and good-heartedness is one of the most likeable Shakespearian produc-tions to be seen.

One general quibhle: this modern version could hone the verse-speaking and point the language more. Sharper verbal attack from Sally Greenwood, for instance, and her Helena, all spaniel eyes, rueful mouth end toothy disgruntlement, would emerge as the superh comic performance that constantly threatens. And one particular: the rode mechanicals are here middle-class arties, Miss Quince shyly nursing a crush on Mr Bottom, the pipe-smoking curate. A lovely idea: but it bardly fells with the verbel clumsiness of the traditional rustics.

Otherwise Declan Donnellen's production yields immense pleasure. Ingeniously the amapleasure. Ingeniously the amateur players, including dozey old Mrs Snug whose every twitch evokes an "Ah!" from her colleagues, double as fairies. They freeze in midrehearsal; three throw off raincoats, hats and scarves to reveal Oberon, Titania and the change-

ling in sequinned black.
Similarly the odd bewildered lover is pressed into magic service—no mean feat, since Saskia Reeves' mousy Hermia in granny specs and her bejeaned swain elope loaded with knapsacks, sleeping-bags and, doubtless, a youth hostel guide, Wimpish Demetrius, halding and
city-suited, is hideously embarshortly: The Man of Mode.

The Donmar Warehouse in rassed by Helena's devotion; skirt for a Burberry, chunky handbag and high beels for her woodlend expedition. Yet the heady lyricism of the summer forest does come over as the

darkened stage buzzes, hums, boots and moans with night Martin Turner's Oberon switches to clenched Mounthatten-Windsor tones as Mounthatten-Windsor tones as Theseus—he and his fiencee, green-wellied and perched on shooting-sticks, quite won the house — apt for the conscientions kindliness of the Duke's admonitions to the tipsy gigglers of Miss Quince's play. His Hippolyta, Anne White, gives Titania a mixture of authority and sensuality that recalls a young Sian Phillips: recalls a young Sian Phillips; and Lena Hodgson's scowling Miss Flute is a gem, doing breathing exercises and puffing fags in her "Relax" emblazoned

T-shirt, mutinously sareastic until overcome at their play's selection, she hursts into tears. The production presents difficulties for the Rev Bottom. Surely no cleric, even a modern Anglican, could be quite so bumptiously uneducated? Colin Wakefield plays him with wistful sweetness as a Wodehouse hero, and is disarming. The amateur theatricals (usually dreaded) actually mede me laugh; Bottom's lengthily-mimed self-evisceration ("Now I em deed," be declares, chuck-ing an invisible heart over bis shoulder) making Thisbe's "Asleep, my love?" even more blitbely fatuous than usual. The reproachful dignity of these vicarage thespians takes us into the realms of Ayckbourn (Ten Times Toble) or Frayn; and

# Double Bill/The Place

### Richard Fairman

Opera bas always done well with the Camden Festival. This year, as well as the usuel selection of forgotten master-pieces in fully staged and concert performances, the Festival is bravely mounting a double bill of new works. Lovers of the art. however, might well be advised in advance that neither of these pieces is an opera in the accepted sense of the term. The two together make a pretty grim evening.

In one case, at least, the heavy beart comes for the right

reasons. Other Voices by Richard Hawkins takes as its

life even before the actors have its feet nowhere to be seen.

LSO signs with the City and pays tribute to Bernstein

The London Sympbony cipal conductor will be his close Orchestra has finally signed a new, open-ended, contract with the City Corporation. The orchestra will give around 100 Endless Holdings, will include cencerts a year et the Barbican, two concerts conducted by but they will not, as previously, Bernstein. Among the works be bunched into intensive one to be played are the seldom-

be bunched into intensive one-month seasona.

Finture plans include a fes-tival devoted to the music of the first British staging of Mass, the American conductor and directed by Bill Bryden at the composer Leonard Bernstein, to Gnildhall School. composer Leonard Bernstein, to be beld at the Barbican from April 29 to May 11. There will be six concerts performed by February 1987 and The Gersh the LSO, which will feature 10 win Years in June next year, works by Bernstein. The prin-

In depicting these wretched characters Hawkins bas exer-cised critical restraint. Most of the text is simply declaimed, but when be does give one of his singers a melodic phrase, one can be certain there will be a powerful artistic push behind it. Of the cast of three,

James Meek was outstanding in his various guises (beggar, blind man. dwarf) and the instru-mental ensemble under Christotheme a hopeless and distress his various guises (beggar, blind ing series of poems by Rainer man, dwarf) and the instru-Maria Rilke. This poetry mental ensemble under Christocould not spawn an opera. Nor, pher Willis gave well-judged wisely, has the composer tried support.

to make it do so. Each poem The other plece—Paul is left more or less on its own, a song-cycle with accompanying detain us. This was pretension actions, rather that a theatri- writ large. For almost an bour There is, in any case, little forest of his imagination, the need to see anything. Each of sort of dramatic scenarin where the poems, taken from Das Buch der Bilder (1906), offers a brief sketch of a character significance. The score was a and Hawkins' music is 50 des-criptive that the people come to with its head in the clouds and

# needs just e couple of notes from a halting, lonely flule. All of them are life's losers,

time to start playing their roles.

The reeling scales of a clarinet bring the drunkard tottering

into view; and the suicidal man

the hero wandered through the



"Faraway Thoughts" by Charles West Cope, RA

### Interiors/Roy Strong

# Pregnant moments

Only last month I wrote of the present cult of interiors; the exhibition People ond Rooms at the Christopher Wood Gallery (until March 24) reinforces the point. Once egain we find ourselves in the comfortable world of middle-class interiors from the mid-Victorien period through to the 1920s.
They exude security. This gallery has certainly cornered the market with work hy minor

female artists I have never beard of before: Edith Grey, Merie Gastineau, Maud Hall Neale, Meud Marian Weer and Beatrice Parsons.
On the whole their work is competent, painless and indif-ferent. It is to be valued more for cosy subject matter than the bravura of the brushstrokes. Looking at some of them. I began to wonder whether the

rehabilitation of Victorian

painting had not got a trifle out Not that some of the men emerge much better. Two of the most interesting pictures in the exhibition are by a mid-19th century Primitive, John Watkins Chapman; they depict a private box and the gallery of the Theatre Royel, Drury Lane, in 1857. The latter bas all the charm of a feeble follower of Frith. The benches are filled with characters: the soldier and the sailor with their girl friends; grandparents with a

friends; grandparents with a grandchild; a couple up from the country. Nearly all the men have their hats on.

Victorian painters were obsessed by the pregnant moment. Time and again we are presected in visual form with the middle chapter of a novel and left to imagine what went before and after. Charles West Cope's Formage, Thoughts

The second of the Park Lane

Fantssy Quartet (1918), by the application of warm, luscious and incisive tone; and brought

and incisive tone; and brought to the Five Movements Op 5 by Webern, which opened the second half of their programme, a aense of secret spaciousness and proper intervallic weight en idiomatic and rewarding performance accidentally spoiled by

portrays a girl at a writing in eesthetic reverie.
table, pensive over a pile of I once did a statis
letters. She is in bleck. Is als of the subject this a young widow recalling a heppiness which has gone forever? Herry Brooker's The Treosured Volume re-works the theme. A young girl sits reading e paper, clasping a handkerchief indicating imminent emotional response. Clines in the setting indicate that she is e governess or some kind of upper domeslic. The room is simple — It lacks a cornice moulding. The furniture is "demoted regency." Prints are punned to the wall, a heap of sewing is on the table behind ber. We are left to weave what we will.

Even the pictures which are strictly interpres betoken the same narrative epproach. Maud Hall Neale's drawing room is like a set for a domestic drama by Harley Granville Barker. This is middle-class good living: fire in the grate, a piano and a

fire in lhe grate, a piano and a long clock, pictures on the walls, and Louis XV (revlval) gilt furniture. One chair is pleced before a table laden with tea things in front of the fire. A servant has obviously brought this in and gone; no one has come to drink it.

Benjamin Walter Spiers Away from the World and Its Toils ond its Cores (a ghastly title) re-works the same fortitle) re-works the same for-mula, this time in the clutter of a collector's study. The walls are spattered with miniatures and mezzotints, including Titlan's Sacred and Projone

Love. There are piles of veilum bound books, antique lamps and ceramics. The wastepaper basket is full. A bowler bat sits on a table. The theme may be imagined as that of the con-West Cope's Foraway Thoughts noissenr in his studio indulging lific age.

Park Lane Group/Purcell Room

**Paul Driver** 

eloquent declamatory solos for viole and cello; its material la

skilfully worked up to a stab-hing helf-close which prepares

for the second movement seberzo, a ceaseless rhythmie

play made tight and shrilly bright in this account. The

Two new works were pre- the work's lack of an urge to

I once did a statistical enaly-ais of the subject matter of Victorian painting in terms of the scenes from British history chosen by artists. It was a fascinating exercise: the greph rose, for example, with Mary Queen of Scots or scenes from the Civil War; and the themes related both to the preoccupations of contemporary historio-graphy and to the past as mirror of the problems of the present. The Queen of Scots emerged es the forerunner of the perfect Victorian gentle-woman, soaking handkerchiefs by the bundred with an ocean of ber tears, Charles I as the ideal pater fomilias, surrounded by his adoring children.

Both visions, needless to say, bad no connection with the historical reality of either.
As far as I know, no one has undertaken a comprehensive analysis of the other subject matter. It would be a gargan-tuan task, but it is a project which always crosses my mind when seeing an exhibition of this kind. (It is, too, e project ideal for the computer age.) It would be interesting to trace the emergence, rise and fall of the lady and the letter, for a start. Even an analysis of weather in Victorian painting

would be fascinating. The Victorian artist explored whole new areas of inconography—and left some totally uninvestigated. The Wilkie exhibition at the Netional Gallery of Scotland last year took a serious step in this direction. serious step in this direction with its an analysis of the pictures' imagery. It made me realise that we are still at an elementary stage in explaining the content of art in that pro-

### Made in Bangkok/Aldwych

### **Michael Coveney**

kok, I am prepared to accept Anthony Minghella's impression of it as a fornicator's paradise of massage parlours with one-way mirrors and live sex shows interspersed with filthy novelty acts all housed in brutalised garages staffed and managed by smiling suppliers, many of them related to each other.

What is so chilling, compared with the horrid hardness of, say, such transactions along the Reeperbahn in Hamburg, is the smillng, delightful ecquiescence sming, designtful ecquiescence of the pimps and whores. There is a cold beauty about the way a hired girl in the tawdry hotel bedroom of an obnoxious, loudmouth chuthing salesman keeps mum until the idiot Gary is forced to blurt out his name and hegin nervous ciep. and begin nervous sign lan-

Nothing, I hasten to add, is explicit or distasteful in this play from one of our most intriguing, unclassifiable young dramatists. He charts the erri-val of an English party stopping over in Bangkok en route for Hong Kong from lassitudinous introductions by the baggage collection to fun on the bonle-yards and rows in the hole! breakfast area.

Minghella, British of Italian parentage, is a keen chronieler of domestic fall-out at social flash points, he lt the wedding party in A Little Like Drowning (Hampstead) or the soured family reunion in e bleak botel in Lore Bites (Derby Playhouse). His is an awkward, bustling talent and it is wonder-

Never having been to Bang- ful to see it sponsored on the West End stage by producer
Michael Codron, director
Michael Blakemore and the
design double act of John Gunter (sets) and David Hersey (lighting).

The discomfited tourist is hardly a new theme, but this play manages to convey the sense of the foreign-ness of Bangkok while also reminding us of its recent history as an American playground and, especially after the Hong Kong changes in 1997, its increased potential as a slave trade centre not just in the tourist market, but in germent menufacture and computer components.

The married couple of Stephen and Frances is visiting just such a computer factory; he is on business, she

"might write something."
Their marriage is also falling apart, Frances does not miss the seven year old son and wants to know why, after sex, Stepben always bits ber, also, et the factory, wby work there and for how much, The other couple are Gary

and his boss, Adrian, whose daughter (not on the trip) he hopes to marry. Adrian is slyly enlecting evidence against Gary by encouraging his lustful, eye-popping, foul-mouthed natural instincts. They visit e clothing fectory where a pathetic fashion display, gracefully executed, of cotton garments slidea into a smilingly supervised strip show.

Meenwhile Frances is strik-

ing up e rapport with Adrian.

They visit temples together while everyone else on the Eastern Promise" party is off gawping and guzzling. Their scenes, played with exquisite tenderness by Felicity Kendal and Benjamin Whitrow, contain her confession of a fantasy sex world where her own crying baby was misconstrued as an organ among the neighbours.

The speech echoes the voyeuristic enjoyment of ecstatic moans in the adjoining hotel room by her husband, whom Paul Shelley plays with hypocritical ferrour, creeping off to be one of the boys and crawling back with a ailk dress present. The party is completed by Peter McEnery's bespec-tacled Yorkshire dentist, an carnest loner whose political usurped by the appeal of David Yip'a beautifully articulated and over co-operative party guide and gofer.

Miss Kendal finds a way of reconciling her charecter's general contempt for the male braggadoccio with particular disappointment at her busband's inconsiderateness. She does so with melting charm and a quiet and determined beeuty matched only by the initially insuited chambermaids closing the action in a shower of silk sheets and banners. The ecting throughout is superb. judiciously extravagant staging

of a play that benefits from high production values and fully deserved them in the first place.



Felicity-Kendal and Peter McEnery.

### Tennstedt/Festival Hall

### Andrew Clements

hall to overcome cancer of the throat, Klaus Tennstedt appears back to his familiar, highly charged self, warmly greeted by The second of the Park Lane
Group's distinctly unenlivening
series of British String Quertet
concerts took place at the Purcell Room on Tuesday. It was
given by the Fairfield Quartet,
whose members relleved the
pastoral longueurs of their opening
item, Herbert Howell's
Fantssy Quartet (1918), by the
application of warm, Juscious
and incisive tone; and application of the concerts took place at the Purcell Room on Tuesday. It was
present players a year ego and
heligh heard in London for the
gushing disclosures of Edward
dialectical in its procedures.
by the Park Lane Group for
living conductors can match.

The first movement pivots on
application of warm, Juscious
and incisive tone; and hypought.

Two new works were prestrong personal utterance (there
appeared to be little intimate
or confiding about this string
quartet). Nor could the players
do nuch to compensate for the
gushing disclosures of Edward
work and wblch, undoubtedly,
by the Park Lane Group for
living conductors can match.

The LPO rose to the occasion with its most responsive
succession, and offering itself
as a tone-picture of "sails,
wind and wever" as a strenglaving conductors can match.

as a tone-picture of "sails, sion with its most responsive wind and weves" as experienced by the composer in Australle during a recent Americas Cup. It is a single movement, fairly sbort but means an histrionic interpretation. means an histrionic interpreta-tion; neither, though, does it preecb classical restraint in the work in which Mahler came

measured elsewhere. The scherzo was moderately paced, distinctly alower than the opening Allegro and resisting the temptation to make it that movement's olter ego; the Andante was deteched and measured, savouring its moments of repose and distinguished throughout by carefully abstract waterly as a second of the control of the particular second of the control fully phrased woodwind solos.

Hia first movement similarly emphasied continuity and coherence over idiosyncratic rubato. Even the second theme was treated with only the necessary quantum of ruhato; perhaps with a voloptuous string sound the LPO unit is accomplished but it is not short finale serves as quiet allows occasional sea-noises but synthesis.

The Feirfield's committed performance could not disguise guartet spinning in the wash.

The For Tennstedt the outer move
preco classical restraint in the accomplished out it is not expectably warm—Tennstedt work in which Mahler came to expectably warm—Tennstedt might have stressed that aspect four-movement symphonic plan.

For Tennstedt the outer move
pastoral in the accomplished out it is not expectably warm—Tennstedt might have stressed that aspect four-movement symphonic plan.

For Tennstedt the outer move
pastoral interlude that crowns memorable return.

The London Philharmonic ments are crucial; his treatment the development was e thing of welcomed back its principal of the scherzo and Andante is delicate shades and memories, welcomed back its principal of the scherzo and Andante is delicate shades and memories, conductor on Tuesday. After six not at all sketchy, but it does and the coda arrived with commonths away from the concert not ettempt to find the depths clusive brutality. its opening chords clipped martially short, its final consoling statement of the Alma theme almost under-

stated. The beginning of the finale uncovered the single flaw in uncovered the single flaw in what was otherwise impeccable orchestral playing: the opening violin theme really demands higher tenalle strength, a firmer, sharper focused sound, to launch the introduction effectively. From then on, however, it was an exhibitanting, sometimes terrifying journey, the elements of the introduction laid out with almost surgical precision, their integration in the main body of the movement conveyed in a unifying sweep. Eech climax was precisely graded; the collapse into the

# Arts Guide

Music/Monday. Opera and Ballet/Tuesday. Theatre/ Wednesday, Exhibitions/Thursday, A selective guide to

# all the Arts appears each Friday.

### LONDON

The Royal Academy: Sir Joshua Reynolds. The long-awaited tribute from the Royal Academy to its lounding president fills the principal galleries of Burlington the Royal March 31 (sponsored by National Westminster Bank). A truncated version has already been shown in Paris. It is an equiverational for it confirms Revent

and accomplishment was by effort and determination. years. He has chosen and arranged the show, drawing only on the Tate's stocks, Revival of critical innas meant that the interest of the New York School is no longer the power it once seemed. The work now take its place with its interna-tional peers. The Tate stands among the best of modern collections, and this show makes clear its unique character of generosity and open-mindedness. Ends Apr 27.

Hanover, Sprengel Museum Kurt Schwitters Platz: Kurt Schwitters (1887-1948). This comprehensive show, collected by the Museum of Modern Art, New York, includes as well works from his Hanover period (1923). There are 300 paintings, drawings assemblages, collages and sculptures. Ends Apr 20.

Stuttgart, Staatsgalerie, Konrad-Adenauer-Str. 30-32: German Art of the 20th century. This is the same

the 20th century. This is the same exhibiting as was shown et the Roy al Academy in London last year. It is made up of 300 works from 1905-85 by 50 artists. Ends Apr 20. Hamburg, Museum für Kunst und Ge-werbe. Steintorpletz 1: Also to hon-our Kokoschka, this museum is showing his complete works for the theatre. The 250 items cover costumes and set designs. Ends Apr 27.

Medrid: Modern masters from the Thyssen-Bornemisza collection gathers 114 works from French Impressionism to North American abstracts: Cezanne, Gauguin, Manet, Monet, Toulouse-Lautrec, Deges,

dinsky, Rothko, De Kooning, Bacon, etc. Sala Picasso, Biblioteca Nacion-al, Paseo de Recoletos 20. Ends

Madrid, "Max Ernst": A vast retrospec-tive of master of surrealism on show for the first time in Spain gathers 125 works of his early Dada, frot-tages, collages and later stages: sur-realist works up to his death. On loan by the Moma, Centre Pompi-dou, Guggenheim and Menil centres in Europe and the States, offers the fullest study we have yet had of the work of one of the most relevant artists of this century. Fundacion March, Castello 77. Feb 28 to Apri

### **NETHERLANDS**

Hearlem, Teylers Museum: Survey of French 18th-century graphic art illustrating the oew processes developed to capture painterly effects in etchings and engravings and meet the demand reproduction prints. Ends Apr 8.

Toulouse Lautrec - paintings, drawings and lithographs. Credit Commununal. Ends Apr 13.

BRUSSELS

Venice: Museo Correr: 127 drawings from the rich collection owned by the museum, from the 15th to the mid-19th centuries, includes Guardi, Canova, Canaletto, and Tiepolo, as well as lesser-known artists. Ends April 17. enice: Palazzo Fortuny: two photo graphic exhibitions on 18th century Venice: Venice as seen by 19th cen-

tury photographers and Daguerro-types from the Ruskin collection. This is the first time that material

Ruskin collected in Venice between 1845 and 1856, which comes from the Ruskin Gallery in the Isle of Wight and the Coniston Museum,

Florence, Museo Nazionale del Bargello: Homage to Donatello: to cele-brate the 6th centenary of his birth the 19 Donatellos the museum owns, exhibition includes his extraordi-nary, languid bronze David. Ends

Metropolitan Museum: Liechtenstein, the Princely Collection, one of the greatest private collections in Eu-Van Dycks, and eight Franceschi-nis. Ends May I. Museum of Modern Art: In the centan-

any of his birth, the museum mounts the largest show ever devoted to the architecture, design and furniture of Mies van der Rohe with 300 draw-ings, eight models and e full-scale rendering of the chrome-plated steel column from the 1929 Barcelona Exposition. Ends Apr 15.

### WASHINGTON

Hirshhorn: The eight contemporary American artists in the Directions made for the show by James Turrell and major pieces by Frank Stelle and Robert Morris. Ends Mar 30.

Mar 14-Mar 20

# intional Gallery: The 150th anniver-sary of Winslow Homer's birth is commemorated in an exhibit of 100 perimentation in watercolours be-fore he attempted subjects in oils. West Building. Ends May 11.

Art Institute: The 75th American Exhibition chronicles the current scene in American art represented by 20 artists including Jennifer Bartlett, Roger Brown, Frank Stalla and Ed Paschke, Ends April 27.

Masterpleces of 19th-century German patntings from the National Gallery in Berlin: 64 works by artists including Casper David Friedrich and Wilhelm Leibl. Especially popular in Japan is Carl Spitzweg for his depictions of petit bourgeois German life of the early 19th cectury. National Museum of Modern Art, Kitanamy Davis, near Takakachi Statementary Davis, near Takakachi Statementary. nomaru Park, near Takebashi Statioo and the Moat around the Imperial Palace. Ends Mar 23. Closed

by Hiroshige of landscapes depict-ing cherry-blossom viewing areas in old Tokyo of e few centuries ago. Ohta Memorial Museum in Harajuku, just off Omotesando Avenne. An interesting Sunday itinerary would also include viewing the "Bambooshoot" street dancers, a visit to the nearby Meijl Shrine and refreshment taken at any of Omotesando's elegant cafes. Ohta Memorial Mu-seum. Closed Mon. Ends Mar 23.

### Saleroom/Antony Thorncroft

# 'Hidden' silver disappoints

early 19th century. It sold for £97,200 to the London dealer Koopman. The auction of English and foreign silver totalled £557,766, with 12 per cent un-

with the cooler executed in 1821 by Philip Rundell, and the platter in 1838 by William Bate-man, Ernest Augustus look them man, Ernest Augustus look them to Hanover. When that small dealer for £214,500, a record for the maker. Even so, the price was below the estimete, suggesting that the market for musical instruments is not so surface until 1924. surface until 1924.

In contrast a pair of George III three light candelabra, made by Paul Storr in 1816, did much etter than forecast, realising £91,800 to an English collector

Sotheby's also sold 19th century European paintings for
£40,000. They were sold by the
£40,000 to an English collector
£40,000 to an English collector
tury European paintings for
£1,160,940 and 22.2 per cent Sir Francis Legh for £28,080, by the Austrian artist, Josef to a San Francisco dealer.

Cbristie's did not quite get the £100,000 plus thet it was fluted, two-handled, vase-shaped expecting for a silver wine coolers, by Richerd Sibley, cooler, and platter, which had 1821, realised £17,280 and e been mede for Ernest Augustus. GeorgeIII épergne by Thomas the fifth son of King George Pitta, 1776, with the central III, Duke of Cumberland, and later King of Hanover, in the early 19th century. It sold for 297,200 to the London dealer

Sotheby's sale of musical instruments was much better than its last major effort in the antumn when it failed to dispose of four important "Strads." This time a violin The wine cooler and platter "Strads." This time a violin made by Stradivari in 1717, during his "golden period." fetched £170,500, below exhausts and the strategies of the stradium of the strategies of the stradium of the strategies of the stradium of the strategies of the strategi mate. It is known as the "Piatti." As compensation a violin by Joseph Guarneri del Jesu was bought by a German buoyant as it was a few years ago. The auction toralled £936,617 with 25.7 per cent

Trustees of the tenth Duke of unsold, a reasonable outcome. Leeds. Another testatory pro- A Corot view of Fontainebleau perty, an elaborate French seen from the lake did quite jewelled gold desk set—ink well, well at £63,800, while another vesta case with striker, pen, Corot, of dancing nymphs, was pencil, etc., made in 1838, was on target at £41,800. The same Corot, of dancing nymphs, was sold by the executors of the late sum secured a flower painting

### **Exhibitions** PARIS

sonary in their cut peakers, their large eyes unseeing. Delvaun's nudes people his dreamlike universe. The one touch of realism comes in the painting of his mother's kitchen, with an old-fashioned coal burning stove, grandfather clock and cured ham hanging from the rafters. Centre Wallonie-Brux-elles, Ends March 31 (42712616). Rembrandt's energyings: Engravings embrandt's engravings: Engravings from the Dutait collection represent Rembrandt's intimate world, his family, his friends, even shopkeepers and beggars. Every subject in-terests him, from biblical scenes to the most varied expressions of his own face, from a portrait of a philosown race, from a portrait of a pands-opher to an image of e couple mak-ing love. He experiments endlessly with the technique of etching, with different types of paper until be achieves the same strength of artis-tic experience in committees as has

Homage to Paul Delvaux. Distant and solitary in their cool perfection,

tic expression in engravings as he does in paintings. Petit Palais, Closed Mon, Ends April 20 (4265 1273). Vienna 1666-1938: Centre Pompidou stages one of its vast axhibitions where different disciplines combine to bring to life a moment of history. Turn of the century Vienna, meiting pot of nationalities and races, is the scene of e paradox. The mournful etmosphere of a fin de regne is lit hy an explosion of ideas and arustic creativity with architects like Wagner, musicians like Mah-ler and Schoenberg, thinkers like Freud and painters lika Klimt, Schiele, Kokschka and the Seces-

sion Movement. Some 2000 exhision Movement. Some 2000 exhibits bear witness to Vienna's contribution to modernity. Beaubourg-Centre Georges Pompidon. Closed Tue. Ends May 5. (4277 1233). From Rembrandt to Vermeer. 60 chefs drougers on loan from the Maurice.

d'oeuvres on loan from the Mauritsd'oeuvres on loan from the Mauris-huis trace a panorama of 17th-century Dutch painting with Ver-meer's View of Delft with genre paintings, still lives and landscapes. Grand Palais. Ends June 30. (4261 5410).

compliment, for it confirms Reynolds as one of England's major arthistorical heroes and exposes his limitations as a painter. Lacking the flair of such contemporaries as Ramsay and Gainsborough, let alone of the older masters of the grand manner, such as Van Dyck and Veronese, he had the ambition to match himself against them, and whatever he achieved in position

The Tate Gallery: 40 Years of Modern Art is a buge, rambling and always fascinating display marking the re-tirement of Ronaid Alley, Keeper of the Modern Collection for the last 20 terest to European work before 1960 has meant that the influence of the Madrid, "Max Ernst": A vast retrospec-

### **WEST GERMANY**

Renoir, Pissarro, Sisley, Van Gogh, Picasso, Juan Gris, Braque, Leger, Bonnard, Chagall, Kokosehka, Kan-

wight and the Consonn Museum, has had a worthwhile exhibition. Al-so included are 15 photographs of Verona and several of Florence, Sie-na, Lucca and the Alps. Ends March

bitty and prolix, east in a folly, generically English idiom that

me 19 Donatelios the museum owns, of which only six are of absolutely certain attribution, have been grouped, with much documentation, to give a new view of the artist. The

### **NEW YORK**

rope, shows a variety of the holdings, like a French Rococo carriage firearms, sculpture and a hundred paintings, including 19 Rubens, five

Ukiyo-e: A seasonal exhibition mainly

series include a light installation

### **FINANCIAL TIMES**

BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY Telegrams: Finantimo, London PS4. Telex: 8954871 Telephone: 01-248 8000

Thursday March 20 1986

# Euro-pasta: a failed recipe

pressure vessels. For the first time, this directive embodies a new and streamlined approach to establishing European pro-

doct standards.

After six months of discuseion a committee of experts has been able to slim a product directive covering everything from scuba tenks to gas lighters down from 50 pages to five. This is because the new approach, adopted by EEC member governments last May, no longer seeks to lay down how such vessels should be constructed. only the safety criteria they

must satisfy.

Manufacturing norms will be left to national standards insti-tutes and there will be a presumption that these norms meet Community standards, and thus permit eale throughout tha Community, unless they ere

### Less explosive

If this pressure vessels directive is accepted by the Council -as it is expected to be-it will represent en important first step towards the dehurecucratisation of the EEG and the free movement of goods across Europe, The most encouraging thing ebont it is the way that officials of the national governments have not sought to insist that every pecu-liarity beloved of their liarity beloved of their national pressure vessel industries is there for safety reasons and must therefore be built into

the EEC directive. The same elas has not held true in the less explosive matter of pasta. The thrust of Commission policy over food standards—not yet formally accepted by member govern-ments—is similar to thet adopted for products. There will he hroad directives covering hasic and safety matters like labelling, packaging materials, additives, manufacturing processes and so forth. Beyond these, food considered saleable In one country will be saleehla

Brussels in recent days raise upon the famous Cassis de hopes and prompt fears for the Dijon case of 1979 when the development of a true common European Court ruled that market for goods and services creme de cassis should be in Europe. The good neaws is allowed into West Germany that the Commission has submitted e directive to the Council on the qualities required of description of a drink. The West Germans are now up before the same court because of their refusal to eccept the sale in their country of beer that does not meet quality standards established in the 14th century. In the case of pasts, Italy, France and Greece insist that pasta must be made of durum wheat, rather than soft wheat. They bolster their case by pointing to the surplus of durum wheat in the Community and the importance to the CAP budget of channelling as much of this durum wheat as possible into cannelloni. The Commission is divided over whether to take these countries to the European Court: indeed, some within the Commission feel that the definition of pasta abould be enshrined in Community law.

to lead it.

adjustment which critics such adjustment which critics such as Lord Aldington thought could not be made in 25 years. It is possible to share this delight, and accept the Chan-

re have hed e Baker-Lawson-

sure to lay off workers when in difficulties and keener to take

on new workers in periods of

Yamani Budget.

### Eternal vigilance

Such a "recipe law" would contradict the emerging policy of ellowing food products to survive on their merits through-out the Community, provided they are safe. Such exceptions would doubtless proliferate and lead the Community back onto the nonsensical path towards the Euro-sausage and Euro-

The price of the free internal market is eternal vigilance against such pasta directives. A free market will not necessarily ensure the survival of the cheapest, shoddiest and ing competitiveness. Meanwhile, the fall in both the dollar and blandest, as its opponents fear. oli and commodity prices has offset the normal inflationary Property organised It will allow countries and companies to develop reputations for excel-lence which every consumer in the Community can endorse. This probably requires a tightening of Community label-ling law, not for reasons of safety, but so that we can all be certain of our durum wheat pasts when we want it.

A European market place able to select excellent products because they are excellent, un-hindred by the compromised efforts of governments to direct Its choices, will provide a much improved basis for European industry's sales worldwide.

# Reshaping of the Stock Exchange

tween a quarter and a third is proposed. Originally 35 up symbolises the new priorities of to 1973, the number of council this doyen of self-regulatory members rose to 47, including bodies. Until recently—there were no lay members at all until Broker, when London merged 1983—the council was conwith the provincial exchanges, cerned with running a club. Now competition is becoming the council was considered to 52 with the addition of lay members. fierce, and any market that fails to make itself eware of the needs of its clients, end potential clients, is running grave risks.

Inevitably there ere strong US influences on what the Stock Exchanga is doing. The commit-tee drawing up the new pro-posals has studied the gover-nance of bodies such as the New York Stock Exchange, the National Association of Securi-ties Dealers and the American Stock Exchange and, although it claims it has not followed any particular model, the precedents must be relevant.

US exchanges are in more or less direct competition with each other, at any rate at the margin. Securities firms are often members of several, or many, exchanges and thus have diversified interests. In these circumstances exchanges are motivated to forge closer contacts with their users; both Investors and listed compenies. In the US exchange officials spend much of their time marketing to corporate clients.

### Unwieldy council

Bringing outsiders on to couraged hy regulators and is certainly s preoccupation of the Securities and Investments
Board in the UK, though
precise rules have yet to be
drawn up. This is particularly relevant given the framework which is proposed for invest-ment exchanges in future, with the exchanges being separated from the self-regulatory organ-isations which will be responpractitioners though it is etill

Most users of the Stock
probable that the Stock
Exchange itself will retain its
traditional dual role of SRO and
exchange.

Most users of the Stock
Exchange's facilities will
welcome the end of many of
the market's more

THE PLAN to raise the proportion of lay members of the London Stock Exchange e ruling its unwieldly council of 52 council from one-tenth to be-down to size: a maximum of 25 tion of lay members. The Stock Exchange is pro-

posing to cut the number of practitioner members from 46 to perhaps 16 (plus eight outsiders). At the same time it has to devise a formula for giving representation to the buge new international firms which are being admitted to membership: Merrill Lynch and Nomura became member firms at the be-ginning of the month and e number of others will be joining

transfer of voting rights from individual members to firms was narrowly rejected hy the mem-hership last year hut new proposals are likely to be presented in due course.

### Enormous changes

The transition from club to public service organisation is not an easy one but the Stock Exchange has alweys been very conscious of its public responsibilltles. Moreover, the mood of its members has changed markedly since the wave of in-security and unrest a year ago. The exchange is in a very different position to that of the Lloyd's insurance market which is at present subject to a Department of Trade inquiry on the workings of its own self-regulatory framework.

But the Stock Exchange will have to cope with some enor-mous changes in its status over the next year or two. The prospect of coming under the jurisdiction of a new regulatory hody, the SIB, where there was not one before, is already a blow to its prestige.

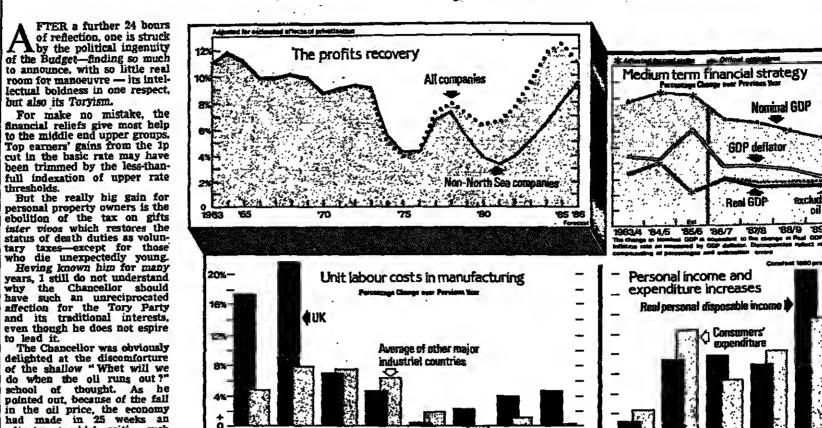
exchange.

In the new conditions, bappy, however, if the exmemoers of various SROs are change's bigh standards are likely to have access to tha eroded by the pressures of the different exchanges, which new dereguleted environment, could include an internetional The task for the new council—equities market and an over- which could take office in midthe-counter market as well as 1987—will be to ensure that the existing Stock Exchange the traditions of the exchange markets in equities, gilts and are maintained. It will not be

### **ECONOMIC VIEWPOINT**

# The post-Budget challenge

By Samuel Brittan



of Commons. What bas broken down is not

the MTFS, hut technical mone-

tarism. Some technical mone-tarists have been criticising the

Chancelior for excessively tight

policies because very narrow money has been near the bot-tom of its target range. Others have been criticising him for

inflationary profligacy because broad money and bank credit

have been through the roof. One can sympathise with Dennis

operationally and presentation-ally convenient if there were

a measure of money that hore a stable relationship to spending

Bnt, as the Red Book explains,

generally, velocity has been on a falling but unpredictable path,

and EM3' is less quickly respon-aive to interest rate pressures. Hence the high 11 to 15 per cent

economists who call this aggre-gate "Monetary Base" and have an elaborate theory link-

ing its movements to the total money stock, to Nominal GDP

and hence to inflation. But the Treasury Red Book writers are not emong their number. They merely call in aid a none-too-tight statistical fit between MO

and their ultimate objectives, for want of anything hetter.

money.'

in the economy.

kite-flying has thus been re- from those who are personally they understand the mathe-

cellor's economic and the links he tween pay and jobs without sharing his Toryism. This is a point which the Alliance leaders, who are too influenced by Edward Heeth, and too hung up on out-of-date special pleading of the property of the take in board.

The special pleading is out hinkered legal and accounting of date because the large fall experts at hoth Thatcherite and of sterling against the D-mark Lib-Lab gatherings sitting hard and other competitor currencies which has restored manufacturon every constructive idea.

Much the best way to have shocked the corporate world into action would have been a temporary pay freeze.

A less unpopular alternative would have been a temporary bonus to companies increasing Thus, in alphabetical order, pay hy less than e specified percentage and/or adding to their The intellectually radical aspect of the Budget speech was to bold out the prospect labour forces. This would have given employers some incentive to put their houses in order for of temporary tax relief to employees to get appropriate profit-sharing agreements off the longer run. It would thus have been a better way of using profit-sharing agreements off film than "Ip off the income the ground,

Such schemes have long been argued on grounds of participation and involvement, But what the best course would be for the

tion and involvement. But what has excited macro-economists is the proposition that it "a significant part of an employee's remuneration" is related to profits per bead, then companies would be under less pression to the best course would be for the best course would be the best course would be for the best course would be the best course would be for the best course would be the best course would be for the best course would be the best course would be for the best course wo for variants such as Meade's labour-capital partnership, and

circles about the winter of 1984 time team on the subject. They effective cost of taking on addi-1985. The time lag between should be chosen not on the tional workers. Employers will intellectual launch and political principle of Buggin's turn, but discover this to be true whether

keen on profit-sharing. Anyone who thinks reform of

1983

from the Red Book of corporate rates of return, excluding the North Sea. If anyone is looking for signs of a aee-change in the British economy, which is not merely cyclical, be will find it in the recovery of real annual rates of

ehould look at the chart taken

return to near 10 per cent the level which prevailed in the Golden Age before the first 1973 oil price explosion. There wes the beginning of a similar recovery in the late 1970s after the Callaghen-Healey pay and financial clamp-down. But that was knocked on the bead both hy the second

oil price explosion and the pay explosion that followed tha breakdown of the Social Con-tract. The present profits upturn bas reached much bigher levels, gone on much longer and been reinforced by the third oil price shock—this time a collapse; which has belped corporete

excessive pay and other employ-ment costs by investing in

expansion.

This new angle on profitsharing is dua largely to Professor Martin Weitzmaz of the
MIT, whose work only became
known in British policy making
circles about the winter of 1984time team on the subject. They
there is the charm of the subject. They
circles about the winter of 1984time team on the subject. They
there is the charm of the subject the

matics or not before the event. The question is often put to me: "Lower pay means lower incomes end less spending. How

can that be good for jobs?"
This is where the Medium Term Financial Strategy does help. For it lays down an epproximate path for the growth of demand in money terms (Nominal GDP), sufficient to ensure more growth and jobs if pay is restrained, but high enough to prevent an inflationary hreakout. It is thus compatible both with reconstructed Keynesianism and Low Church Monetarism.

The top line in the table represents Government "projections," which are less hard than targets, but serious enough for the Government to take action to avoid substantial deviations elther direction in the medium term." The lower lines representing the breakdown of GDP growth between real growth and inflation ere growth and inflation ere schematic forecasts, whose realisation depends more on business and labour reactions than on financial policy.

The Chancellor reaffirmed pite his and bis edvisers' bopes that something called the "real halance effect" will make such

ection rare. But as at a recent privete meeting both a Nobel prize-winner and a former economics director of the Bank of England were unsure of his commitment, it needs to be spelled out fre-quently, publicly end at length —perhaps before more receptive eudiences than the House

residual monetary targets give effective guidance to the Bank of England's interest rate operationa. In practice, the movement of sterling is far more important.
The 64,000 Ecu question is whether we are not landed with

the disadvantages of an exchange rate objective—the need to tie interest rates to the desired behaviour of stering but without the advantages to confidence end expectations of a known and stable framework. The urgency of a formal ex-

change rate policy is shown by the chart contrasting the 4 to 41 per cent growth in UK unit lahour costs in manufacturing with near-zero growth among competitors. The balance of payments has survived with an expected £3bn

surplus and inflation is moving down to 33 per cent despite these labour costs. Sterling has fallen against non-dollar currencies; yet ster-ling prices of materiala and

fuels are expected to be down hy 11 cer cent this year. In eddition there has been a powerful hoost to invisible earnings and overseas profit remit-tances, which have offset the reduced surplus in oil.
These factors are mostly

once-for-all or even reversible.

If unit labour costs do not come down charply by the next wage round, the split between real growth and inflation will become much worse than that now expected with the deterioration occurring in an election

There is only one foreseeable way in which employers could he induced to exercise pay restraint in the face of fat profit margins. This is the knowledge thet the exchange rate egainst European competitors will not reedily he allowed to depreciate to offset higher British unit

Of course, as the Prime Minister rightly emphasises, e develuetion would be politically embarrassing inside the EMS. This is indeed one of the main arguments for entering the EMS, as employers would be well aware of the difficulties of devaluation and thus be much more besitant about inflationary wage awards.

broad money — whether measured by £M3 or any other way—is now largely interest beering. For this reason, and because of financial innovetion The EMS provides for realignments in the face of a big upheaval, such as the one which has just taken place in oil markets, end which is now largely behind us. But the knowledge that depreciation is ruied out as an easy option has reduced the French inflation rate to well below the British target, for only one year ahead. . rate and could yet be the saving As for that very narrow of the Prime Minister's own ggregate M0—cash and counter-inflationary objectives.

of England. There are academic non-inflationary currency such as the D-mark has alwaye been a theoretical alternative to domestic monetary targets. Both hecause of the technical break-down of these tergets and for more fundamental reasons of politicel economy, the exchange rate link is the only practical option to save the British counter - inflationary strategy. Nominal GDP will still be there. However, the focus will ehift to Few would pretend that the its management level.

### New government after coffee

Only the wizened few among French journalists are old enough to remember the interm-inable wrangling among wouldhe and won't-be ministers eccompanying the frequent changes of government under tha fourth Republic.

right-wing election victory has given France the prospect for the first time since 1958 of a president and a prime minister of different political colours, the French media is having to get used again to the concept that government-forming can be a tedious and time-cons husiness.

President Mitterrand, enjoying keeping e whole nation on tenterbooks, provided the main incident yesterday for the Press and cameramen camped out in the courtyard of the Elysee Palace for the second day run-

At lunch-time Mitterrand swapped a few solicitous words with photographers keeping their cameras np in the drizzle in preparation for the arrival of Jacques Chirac, the prima minister designate.

Mitterrand asked whether the waiting throng of newsmen was feeling the cold, and hinted that coffee would be served later— although whether this was just another government promise was not immediately made

Ministers in the outgoing socialist administration, mean-while, were waiting to clear their drawers and pack their suitcases for the last time.

Paul Quiles, the defence minister nominated after Charles Hernu resigned over Charles Hernu resigned over the Greenpeece affair in October, marked the end of his short stay by dunking an artificial duck bearing his name in an ornamental pool at his headquarters at the Hotel de Brienne. The little ceremony has been followed by all departing defence miinsters since 1973.

The loudest siznel of the

The loudest signel of the change of government came

### **Men and Matters**

ago of the finance ministry.

Workmen remodelling the former ministry offices as part Now that Sunday'e narrow of the museum'e extension plans have cerried out a Paris-style Big Bang. During the last days of the socialist adminis-tration they demolished the imposing corridor leading to the office of Pierre Beregovoy.

### No brains

the finance minister.

Meanwhile, the sinking of the Rainbow Warrior, the Green-peace boat, in New Zealand last year may agon have a serious effect upon French eeting habits. Cervelles au beurre noir could disappear from the menus of their restaurants.

Tha French euthorities upon the man in the street of affairs gastronomic — have started to withhold import licences for New Zealand lambs' hrains. Nobody is saying so, but it is difficult to avoid the conclusion that the French are epplying senctions in order to speed the release of their two agents serving sentences in a Weilington jall for complicity in the Rainbow Warrior affeir.

New Zealand has complemed to the council of Gatt in Geneva that the French action on lambs' brains is in breach of Gatt rules. Wellington has also asked the Brussels commission to discipline the French. The Gatt council, however,

has been greetly relieved that the New Zealand amhassador, Richard Nottage, has not followed earlier precedents hy producing a semple of the goods about which he has com-

Dry work



"Hey—they haven't passed on the tax increase since I started filling np. have they?"

eddress to the recent congress of the Soviet Communist Party, about par for the course, Finnish businessmen end officiels
wh trade and negotiate trade
with the Russians have noted a
dramatic falling off in the urge
to speechify among the leader's

It is suspected that the ie not the result of a rut-the-ceckle directive from the top. The thing is, say the old Russian hands, that the everage Russian official doesn't move into smooth locureity for the control of into smooth loquacious flow at lunch or dinner unless primed with several glasses of vodka-aod under Mr G vodka-swilling is out. Nowadays, the Russiens sre almost se silent as those Finns who speed their entire time caring for the vast northern forests and have only a vesterday at the Louvre, the While Mr Gorbechev geve himheadquarters until two months self a generous 51 bours for his practise conversation.

A six-word speech is ebout all we can get out of them these days. They just can't get into the swing of a good speech with nothing but a glass of orange juica under their belts," said en official.

Of course, it does make our meetings more husiness-like, but all the same there is some-thing missing." he said with a tinge of regret. "Dried out, the Russian cheracter just doesn't seem to be whet we always thought it was."

### Advertising time

At the third stroke prepare for en advertising plug. From the end of this mouth British Telecom's speaking clock will

Telecom's speaking clock will enter the privetisation era hy mentioning the name of Accurist wrist-watches with each of its 8,640 ennouncements every day.

The commercial link-up, first proposed by Accurist, will run innally for a three-month trial period. It will be hacked by a naional advetrising campaign by Accurist which, BT hopes, will revive the popularity of the speaking clock service—which is 50 years old in July.

The number of calls has dwindled to fewer than 240m a year from ebout 300m three year from ebout 300m three years ago. BT believes one rea-son to be the spreed of quartz wetches, which ere much more eccurate than traditional wind-

less often.

BT is not charging Accurist for thelpublicity during the tria period, but stands toeern some handy extra revenue if the ser-vice becomes e permanent fee-

up models and need re-setting

The plugs would probebly cost Accurist a six-figure sum

### **Budget measure** Heard from e woman in Harrod's yesterday: "I think

Rodney is happier with the Budget than he was with the lest one. He kissed me before he left for tha office this morn-ing."

Observer

The Fitzroy Robinson Partnership

congratulate the Chairman and Directors of

# Standard & Chartered

on the occasion of the opening of their new headquarters in Bishopsgate, London

20th MARCH 1986

The Fitzroy Robinson Partnership Architecis: 77 Portland Place London WIN 4EP Europe's growth cities

# Stuttgart: Germany's job creation machine

By Rupert Cornwell

HAPPY INDEED are people who can tell jokes against themselves. "Have you heard how the Swablans invented copper wire?" Mr Manfred Rommel, But Stuttgert's sinews are its the large and affable Mayor of Stuttgart; inquires with a grin. "By spending their time rubbing pfennig coins between engineering, machine tools and electronics." bing prennig coins between their fingers."

The point of the story, relayed by the mayor in his office on the first floor of Stuttgart's city hail, is not the legendary dili-gence and stinginess of the Swabian inhabitants of the stete of Baden-Wuerttemberg which it illustrates: nor even that Mayor Rommel possessea e

collance of process and with an expension of maintain a serious serious and inflation as the sand inflation as the sand inflate currender, will be expected to be serious there is a serious serious to the sand serious to the sand over the sa

occurring in an ex-

in the face of the section of the face of

CLUTIA & ten

in iou plant the

Tarrier Wir mit nderd ou de-

or empioner as:

Cel : 350 250

क्षेत्रकारण श्राप्त

The South

025 學 1860查:

er in and the sec

-: 21 ET TT d The Franch

್ವ ಬಳ್ಳದೆ ಹಾಕ್ತಮ

r-restuctive

uthange på Sch

Company to see

the monetantes

her med

The special services of the se

en ins (872 128

Partnership

le

111

: et

ie openin

iarters in

ndon.

"This place is doing what everyone else wants to do. If you
look et what is right about Germany, then you see it under

"This place is doing what everyone else wants to do. If you
look et what is right about Germany, then you see it under

One hack-handed compliment

"north-south problem — the gap between an industrially ossified north and an entrepreneurial, booming south — Stuttgart is part of the reason.

The state of the reason.

is arguably the most advanced industrial showcase in the country. Everyone knows the names of Porsche, Bosch and town of Sindelfingen/Boehlin-

gen 10 km to the south-west have made the community tho richest, in terms of trade tax paid, in Germany.

electronics, where the brain-power is et least as important as industrial brawn. All are permeated by the ancient Swehian virtue of Tuesticrium. an untranslatable word meaning roughly e dogged inventiveness, a determination to find an answer to any problem. Success has bred success.

sense of humour, a quality not always associated with his countrymen. It is rather that the Swablans, whose moral and physical capital Stuttgart is, feel able to make fun of their selves. For they and their city are indeed fortunate.

Stuttgart has become shorthand for most of what is best in the modern West Germany. The Success has bred success. Baden-Wuerttemberg accounts for a quarter of all R and Decrement spends 40 per cent of its own research hudget there. Mr Lothar Speeth, the state's forceful Prime Minister, claims that four out of every 10 new jobs in Germany last year were created there. Stuttingart's unemployment rate is "This place is doing what every-

a magnifying glass here in to all this is a tough union Stuttgart," is how a local business consultant, less given to jest than his meyor, puts it. And who can disagree? which has no doubts about how which has no doubts about how the statement of the statement If West Germany is so reliant the country as a whole obsessed today about its supis on the special skills of Stutt-

The greater Stuttgart region, selective disruption during the with a 2.3m population and engineering strike of summer encompassing the city and a 1984 in quest of shorter hours, constellation of smaller towns, centred largely on Stuttgart, which quickly hrought car proindustrial showcase in the country. Everyone knows the names of Porsche, Bosch and Daimler-Benz. The presence of the car company and the German subsidiary of IBM in the little more than an administration. tive and cultural centre. Most universities to industry. His



people lived on the land:
industry consisted mainly of
iron working and textiles. The
hreakthrough can be dated at
July 3 1886, when Carl Benz
first drove his putent threewheel motorcar—an example of
Tucftlerium if ever there was
one—whence Stutteart's streets one—through Stuttgart's streets. The rest, as they say, is history.

writings on the subject amount to a small publishing industry, while he has eppointed a " state commissioner for technology transfer" to push the crossfertilisation further, in charge of 16 "transfer centres" where industry cen gain eccess to the fruits of rescatch. The rest, as they say, is history.

But the city has also profited considerably from an Spaeth and Mr Rommel are not

This place is doing what everyone wants to do. If you look at what is right about Germany, then you see it under a

magnifying glass here

extraordinary ability to hlend academe and industry. "A lot of intelligence used to be channelled into philosophy and science, but the next generation went into industry," is bow Mr Berthold Leihinger, president of the Stuttgart Chamber of the Stutgart chamber of Commerce, explains it. As a director of Stutgart's Bech ecademy and head of the Trumpf machine tool company, he is well placed to judge. "This inlellectuel curiosity and imagination turned into

technological innovation. I run e company and have some engineering patents to my name, I know my cultural back-ground has helped a lot with my job," says Mr Leihinger. Mr Spaeth himself has built a political ideology around the need to harness the resources of Baden-Wnerttemburg'a nine

the only reasons why Germans consistently vote Stuttgart second among the cities where they would prefer to live (top of the list comes the other southern metropolis of Munich). Its setting is incomparable among German cities. The hills among German cities. The hins around, the roads that wind down them, and the vineyard which stretches almost to the side of the central railway stetion gives the place the feel of softer lands to the south. Like Swahians and their wealth,

Swahians and their wealth, Stuttgart hides its industry well.

Amenities too heve hlessomed with the wealth, Troe, the savings rate (16 per cent) is ehove the national average, but the Swahians are visibly less thrifty then they were. No longer, jokes Mr Wolfram Schwinger, director of the Swater Opera "dn they drive frequently visited in the Schwinger, director of the Stattgart Opera, "dn they drive their Mercedes 500s to the edge

of the city, and continue to work on public transport. the traditionel towards flashy,

towards flashy, Munich is waning, animosity despite the fact that Munich exports even more of its output than does Stuttgart, self-styled "partner to the world." That claim is boroe out by the pro-cession of foreign delegations trooping through the doors of the chamber of commerce in search of investment, technological aid, and export opportunities from the barons of

Munich is heard no more. "The city is so much more babitable now," ergues Mr Wilfried Scidler, representative at the British Marketing Office for Advenced Technology, which cince January 1985 has replaced the former consulate.

"It used to be an uninspiring heep of huildinga, deed in the evenings and utterly provincial in its cultural activity. But in the 24 years I've lived here, it's changed into a metropolis." for the city. One recent arrival to the city. In Education, the capital, cost DM 180,000. "You'd have to pay Bonn, the capital, cost DM 180,000.

changed into a metropolis."

Of the city's DM 3.1bn hndget, DM 140m goes on the arts. At least as much again is provided the Baden-Wuerttemberg state government. The fruits include one of the finest ballet companies in Europe, a state theatre restored to its original 1912 classical-cum-art nouvean splendour with DM 50m of

Stirling, is one of the most frequently visited in the

Even so Stuttgart, which has never fevoured the hard sell anyway, has not ebandoned its old habits. Indeed, why should it? Nobody wants Munich's glitz. Stuttgart is instinctively clubby and proud of itself. "We have no need for charlatans here,"
says Mr Thomas Loeffelholz,
editor of the Stuttgarter
Zeitung newspaper "The
Swabians want continuity."

In their politics they have it. Mr Rommel, a Christian Democrat and best known abroad as the son of e wartime field marshal, is only Stuttgart's second mayor since 1945. He is in the middle of a eccond eightyear term which runs until 1990. At state level it is the same. The wealth of the region, its specialisation in high tech-nology industries and the liberal professions, means that the Free Democrats, close to smell business, and especially the Christian Democrats dominate.

Spaeth won an absolute majority at the last Lond election in 1984. "The CDU is as unlikely to lose here as the CSU (of Mr Franz-Josef Strauss) is in Bavaria," ia an observation that is common-

There ere drawbacks of course though most are those of success. The traffic (there is almost one car for every two of Stuttgart's S50,000 inhabi-tants) can be appalling; geo-graphy makes the construction of highways difficult. Geography also means that the city centre, enclosed by hills, can be stift-ingly hot and sticky in high Businessmen complain about

opportunities from the barons

Wuerttemberg industry.

The old joke about the best prospect of entertainment in Stuttgert being the fast train to Munich is heard no more. "The city is so much more babitable city is so much more babitable with New York. House with New York. House in the captable of the executive moving to the city. One recent arrival remembers how his house in Bonn, the capital, cost DM 480,000. "You'd have to pay for the same thing the inadequacy of the airport, although Lufthansa is soon to introduce e direct daily link with New York. Housing too is scarce and expensive, not

> tants who now prefer to live nutside and commute. One-fifth of those who ere left are foreign, a proportion second only to Frankfurt in West Ger-

many proper.

The likelihood is thet johs will remain plentiful. One economist says: "Right now there's a abortage of oualified labour, be it skilled tool operators or good secretaries." tors or good secretaries. Honestly, I can't see how that's going to change in the short run. As long as West Germany does not go bang, then we will stay up at the top." Or as Mr Leibinger puts it. "In today's world. Germany must use well educated people to produce high value-added goods. And that is exactly our strength."

Financial Services Bill

# An essential amendment

By Anthony Nelson, MP

Bills proceeding through Par- able.

liament often displey two See characteristics: the Govern was r ment, with its built-in mejority, gets its wey; and MPs on the Government side, in order not to inhibit progress, are disinclined or even discouraged from speeking.

The Financiel Servicea Bili, which is completing its Committee Stage in the Commons, defied convention in both re-spects. True, the Government got its Bill through largely ingot its Bill through largely in-tact, thanks to the able pilotage of Michael Howard, the Mini-ster responsible. But significant amendments we're passed and assurances given at the insti-gation of Conservative MPs on the committee to ensure that investor protection was firmly entrenched in law.

One such amendment gave

Statutory recognition to the Securities and Investments Board. Because of the uncertainty that has ensued about the purpose and implications of this change some explana-tion of its objective is neces-

First let me explain what it does not do. It does not estab-lish an American-style Securities and Exchange Commission: erguably it stends as a hulwark against such e possibility by making it less easy for a future government of different politi-cal persuasion to sweep aside e

markets and practitioners to Both arguments are defective respond to changing circumstances, This is still provided accountable to the Government for in the structure of Self who could if it saw fit change for in the structure of Self Regulating Organisations which will enjoy significant degrees of authority and autonomy.

What the amendment does is to identify the SIB in lew as the only body to which the Minister can transfer powers. In doing so it gives the SIB the statutory authority and a greater responsibility to exercise those powers. There are political and practical arguments for this.

First, public and City opinion has moved markedly on this issue in recent times. Many ex-perionced and responsible practitioners now see some form of statutory supervision

STANDING COMMITTEES on as not just inevitable but desir-

Secondly, this amendment was passed with support from all the major parties. If the financial aervicea industry is to conduct its business secure in the knowledge that the regula-tory framework enjoys all-party support rather than with the possibility of repeal, Partiament surely has e responsibility

maximum consensua.
Thirdly if international markets ere to compete on e free and fair hasis there is some-thing to be said for establishing a eimilar system of regula-tion to that adopted in other countries.

Fourthly, the SIB can only exercise certain essential powers of supervision and regulation reserved for the Secre-tary of State if it is a statutory rather than a private sector body,

Most members of the public who follow these matters assumed that the framework of investor protection would provide adequate powers of investi-gation, enforcement and pro-secution. But the Bill falls abort on what is needed because the Government was not pre-pared to give such powers to e private sector regulator. Now that the SIB is a recognised statutory hody the way is clear for it to be given these powers which the Minister has seen fit to confer on himself in the Bill.

framework of supervision.

Secondly, It does not undermine the principle or practice of self-regulation and the fiexibility this will allow to enable the right expertise.

Sold arguments are defeative. either the composition of the SIB or its remit. Moreover, cannot fix salaries for its staff, in the same way as the Audit Commission for Local Authori-

> The Government has said it intends to try to reverse the amendment during the Report Stage. There is, however, time for ministers to change their minds and perhaps learn from the example of the Lloyd's Act that what appears sufficient at the time may prove inadequate with hindsight.
>
> The author, Conservative MP for Chichester, is a member of the Financial Services hill Standing Committee.

### An excess of litigiousness

From the President, Institute of Chartered Accou tants in England and Woles Sir. — Your leader of March 12 correctly identified the dire consequences of an excess of litigiousness. This is, as you said, a disease which threatens to sap the economic vitality of the US.

The British Government would do well to learn from the American experience, Professionals practising in this country are already finding that insurance cover is drying np, and the Government's plans for regulation of the financial services industry could be in jeopardy. Auditors are being asked to take on more and more onerous reporting responsibilities, and thereby to take on greater potential liability. Their exposure is being increased, yet many are finding that no more insurance is available. Without a ceiling on their liability, some are sure to follow tha example of America's doctors and confine their ectivities to less-complex:

Brian Jenkins. Chartered Accountants Holl, Moorgate Place, EC2.

### Scrapping costs

From Mr S. McKenna Sir,-Mr Watts (Merch 17), comparing costs of coel and nnclear derived electricity, rightly points out that no merket exists for accond-hand nuclear reactora. Could this be connected with the very high expected costs of de-commissioning when encepsulation of retained in

### Letters to the Editor

entire buildings in concrete or posting armoured guards for the next few centuries are the only practicel weys of dealing with these radioective legacies?

To extend his analogy with cars, would Mr Wetts consider ordering his next new car if he were advised that the exact cost of scrapping the vehicle is currently unknown and will certeinly cost more than the new purchese price? Stewart McKenna,

Isis Energy Conservation, 50 St Mary's Street, Edinburgh.

### Whose surplus is it?

From Mr P. Meins Sir,-Your report of the judgement in the Imperial Foods pension schems case (February 25) raises questions about both the existence and the ownership of surpluses in pension funds.

According to the judge the surplus in this case was only "notional" and "temporary" and it was not appropriate to apportion it when the pension fund had to be split, following the sale of a company in the group scheme. No surplus therefore needed to be transferred and the full amount was

Imperial Foods fund.

Despite the judge's view of surplus I imagine that the rapidly growing hand of compenles presenty enjoying contribution holidays would regard surplus in a somewhat different

In an earlier celebrated case a judge chose to place ectuarial evidence in the same category as astrology. I do not think the same principle was being applied in the present case, but for my part I shall continue to warn my corporate clients not to enter into pur-chase agreements until pension metters have been addressed, and particularly es to the destination of eny surplus, P. G. Meins (Director, Actuarial Services),

Coopers & Lyhrand Associates. Plumiree Court EC4

### Low price French electricity From Mr D. Ross

Sir,—You are being unfair, nnintentionelly I am sure, to our, electricity supply industry when you refer (March 5) to the "cheap electricity" which we shall be importing from France, without recording how the low price is achieved. company in the company in the low price is achieved.

No surplus the low price is achieved. A.J. M. Price, a loss, and has debts which put it almost in the class of a Third.

World subsistence economy. It owes FFr 200bn, equivalent to the cost of 20 reactors, and it horrows FFr 30hn annually. Its foreign horrowings at and at

The French Government has secured its foreign loans. By contrast, the British Government requires our own Central Electricity Generating Board and the South of Scotland Electricity Board to trade in the black and they have succeeded magnificently in recent years.

The arrors of subsidised

magnificently in recent years.

The export of subsidised French electricity to this country is dumping, a practice usually frowned upon by npholders of commercial prohity. David Ross.

55 Ruskin Park House, Champion Hill, SE5.

# Britain?

try? I am sure that if they took a positive lead, then the private

# Frightened of a world of free exchange rates

Sir.—Everything has its price, parities ushered in by the ill-fated Bretton Woods conferrance for any currency is what will fetch in e free market will fetch in e free market From Mr D. Gilling-Smith including money, and the proper price for any currency is what it will fetch in e free market subject to minimal distortion from politicians seeking to cook

on the bathroom scales first thing in the moroing—hence Furthermore, that supposed exthing in the moroing—hence platitudinous ebstract phrases such as "measure of value."

measure of demand. In the conomic folklore of succeeding generations and hehind the stockades of national thinking and now get less than SFt 3 for pride which in themselves have Stockages of nanotal thinking and now get less than set 3 lot Kreje has been translated to suit the thought petteros of is the willingness to face reality those who fear the truth of an office time that refuses to have

change rate atability of en outsuch as "measure of vaine."

fit like the European Monetary having to contend not only with the exponents of the alternative has still not recovered from the ential inflation rates between dirigiste philosophy but of those 38 Finsbury Square, EC2

price for any currency is what it will fetch in e free market thought they could make life subject to minimal distortion from politicians seeking to cook the books.

The Prime Minister is right to resist the lobbying from the chorus of faint-hearted, wets, some misguided members of the CBI seeking a short term commercial advantage, and, I am sad to say, your leading article of March 6.

Aristotle defined money as a measure of demand. In the

merket in money. One suspects that the UK Government committed to the restoration of e free market economy (which impiles e free market in money as well as everything else) is currently having to contend not only with

e distorting effect on the free

The case against EMS is not that the UK might gain or lose taga, but simply that giving a country e distorted (i.e., government or outside quango fixed) axchange rate is lika compelling a doctor to use a thermometer that only shows the temperature that some external administer ing authority thinks the patient onght to have. The conse quences can be had for the doc tor's learning curve and disas-trous for the patient. Let us have no more special pleading

# Who is backing

From Mr A. Price, Sir. — Just who is backing Britain and in perticular Bri-tain's manufacturing industry? tain's manufacturing industry.
We often hear the union's view
that the relaxation of exchange
controls has led to a flood
of private money going ehrnad
which should be in British industry. But where do the trade
union pension funds invest?
Are they hacking British indus-

sector would follow. It is no use pleeding that their funds are managed at arms length by edvisors. They could and should direct their funds into backing Britain. But

supporters who went along with free market ideas because they were fashionable and be-cause they were fed np with socialism, but who are as frightened of opening their eyes to the realities of a world of free exchange retes as they are to the realities of unfettered Sunday shopping. They need educating.

for the exchange rate follies of EMS

Dryden Gilling-Smith.

# Latest prices:

At last some help for the hard pressed Imperial shareholder.

Mindful that share prices can vary daily, we are publishing a bulletin showing the value of each of the offers for your company.

In order to be perfectly fair, the values we've quoted are based on the best possible offers. Hanson's offer closes at 5pm on March 24th.

HANSON BID WORTH:

UNITED BISCUITS BID WORTH:

HANSON BID BETTER BY:

Figures based on the market prices at 5.30pm on Wednesday

CONTINUING GROWTH FROM BASIC BUSINESSES.



# FINANCIALTIMES

Thursday March 20 1986



Philip Stephens in London examines a new phase in world monetary co-operation

# Group of Five starts to act as one

followed by co-ordinated cuts in interest rates would have been dismissed by most central bankers as at best wishful thinking.

Since last September's meeting of the Group of Five (G 5) leading industrial nations in New York they have managed to orchestrate both. Even the most pragmatic among a traditionally arch-conservative club have begun to talk publicly about the possibility of a new era of international monetary co-operation.

The expectations of the financial markets, however, have run ahead at an even faster pace. The greatly enhanced co-operation of recent months has encouraged speculation that the industrialised world could be moving towards a formalised synchronisation of exchange and

Now, in the run-up to a series of major international meetings beginning next month, some of the key players on the international monetary scene are cautioning against the idea of any dramatic

The meetings begin in Washington at the interim committee of the International Monetary Fund, transfer to Paris for ministerial talks at the Organisation for Economic Co-operation and Develop-ment and culminate in the Tokyo

world economic summit on May 4. On the sidelines finance ministers and central bank governors of the G 5 (the US, Japan, West Germany, France and Britain) will review the impact of the sharp fall in the dollar's value and the possible scope for further cuts in interest

Part of the discussion is likely to

the outgoing Socialist administra-

Although the idea was rejected in a comprehensive study published by governments last summer, the New York agreement and the conversion of the US Administration to an interventionist exchange rate policy have put it back on the

Mr Jacques Attali, a special coun-sellor to President François Mitter-rand with responsibilities for monetary affairs, recently detailed a four-stage plan which would lead to target zones for the dollar, yen and European currency unit (Ecu).

Senior officials in other European countries, notably Britain and West Germany, are far from convinced however, that the time has come to move to exchange rate targets.

Mr Karl Otto Pöhl, president of West Germany's Bundesbank, is optimistic that next month's talks will further strengthen co-operation between the rich nations. He points to the lead given by the Bundes-bank in the latest round of interest rate cuts as evidence to West Germany's commitment to such policy co-ordination.

He is sceptical though over whether it would be practical or desirable to seek a formal system of target zones for exchange rates. Greater exchange rate stability, he said, was a universally shared goal – rather like good weather. But some of the advocates of target zones were overlooking both the advantages of floating rates and the difficulties of moving to formalised

target or reference zones for ex- Europe to decoupla its interest change rates, an idea formulated by rates from the US when the dollar was rising in the early 1980s. In the previous decade the same flexibility allowed West Germany to stick to a tough anti-inflation policy while

prices elsewhere were soaring.
"We think it is not possible and not advisable for us to commit ourselves to any kind of fixed ex-change rate... Of course we can discuss certain targets, certain reference zones, whatever it is, but I would not accept any commitment to defend a certain exchange rate," Mr Pöhl said.

Britain, which appears to be playing an increasingly back-seat role in international monetary affairs, is even more sceptical. Despite the increasing emphasis placed on the exchange rate in monetary policy, sterling's buffeting over the past year in response to lower oil prices has left Mr Nigel Lawson, Chancel-lor of the Exchequer, unconvinced of the virtues of formal exchange rate targets for the world'a major

Yesterday's UK interest rate cut leaves its borrowing costs still at a considerably higher than those of its competitors.

The closer co-ordination of exchange rate policies has also not been without its problems. When the dollar was at its peak, it was easy for governments to agree that it must fall substantially. Now, with the US currency worth around 20 per cent less, there are strong un-dercurrents of disagreements about how far and how fast it should de-

US officials have talked about another fall of between 10 to 15 per cent, but it is clear that Japan tic," Mr Pöhl said.

A YEAR AGO the idea of concerted focus on whether governments The flexibility of floating ex would prefer the U.S. currency to intervention on currency markets should seek to move to a system of change rates, for example, allowed stabilise at around present levels. Earlier this week Mr Noburu Takeshita, Japan's Finance Minister, hinted at the possibility of unilater al intervention by the Bank of Ja-

pan if the dollar continued to slide. There are also suspicions within Europe as to how long the new mood of co-operation in Washington might last. "The problem is that US policy is dictated primarily by do-mestic considerations. A change in circumstances could easily prompt a US retreat into isolationism," one senior European monetary official

the scope for further cuts in interest rates. Key figures in the US administration favour further reductions in Europe and Japan, but the Bunabout the build-up of liquidity in the major industrial economies

Virtually every central bank has been overshooting its monetary targets, a trend reflected in the recent surge in stock market prices throughout the world. The inflationary potential has been offset by the collapse in the world oil price, but there is concern that lower fuel costs will provide only a once-and-for-all offset.

Against that background central bankers see the potential for further pragmatic co-operation and do not rule out further reductions in interest rates later this year if they are consistent with monetary

T expect a further impetus, further incentives for closer international co-operation... but 1 don't expect any spectacular decisions, which would lead us to a new world

# Writing on wall for bad **Chinese** characters

NOW THAT the anti-spitting campaign has dried up and the drive against dangerous cycling has slowed, pre-pubescent Chinese children are roaming the streets of Peking in "wrong-character correc-tion teams" looking for sloppy calligrapby.

The crackdown on bad writing is being led by the Young Pioneers some of whom are giving their parents dictation tests in an attempt to raise calligraphic consciousness. Others are scouring the streets for

public signs with "bad characters". The use of children in the cam paign follows a widely publicised letter written by a school class condemning excesses by officials. For some Chinese, it stirs hitter memories of the marauding bands of children, inspired by Chairman Mao, who wrought havoc during the 10-year cultural revolution.

Membership of the Young Pioneers, a primary schoolchildren's organisation guided by the Communist Party, was made compulso-ry last year, so about 500,000 little activists have been mobilised for the "let the spring wind drive away wrong characters" campaign.

They have been handing our pamphlets advising people on the correct form of characters and, with dictionary in hand, questioning shopkeepers about the strokes they use on price tags and shop signs. In the past week, the pedantic Pioneers, who wear distinctive red scarves around their necks, claim to have found 40,000 wrongly used

The deputy director of the Young Pioneers Action Committee, Li Lu, 32, claims that the children are ensuring that Peking will remain the cultural centre of China. "In recent years we have improved the quality of sanitation and service in our retail establishments. Now we have to clean up the linguistic atmosphere."

According to the Chinese news-agency, Xinhua, the city's vice-mayor, Jin Jian, has offered words of rease it as soon as possible to encouragement, calling the incorrect use of characters "cultural rubhish," which he hopes the children can help to sweep away.

Such campaigns are supposed to increase the children's sense of "so cial responsibility," hut their parading through factories and offices telling workers how to write is more disruptive than anything else. A more useful drive to clean up the language has been undertaken hy the recently formed State Commission of Language Planning which aims to ensure that "all Chinese will speak the same tongue by the year 2000."

The written language, which originated about 3,000 years ago as a series of drawings, was simplified

A second attempt at simplification was made in 1978, when 800 Government was forced to discard

Another problem, one the Young Pioneers are apparently trying to eradicate, is calligraphy created by advertising companies and shopowners who have become more adattempts to attract customers. Language purists have been shocked by such changes and by a "do-it-yourself spirit" among some

guage to suit themselves. Mean-while, the Government appears to

The aim, until recently, was to phase in the script (a romanised form, Pinyin, already supplements the characters) within a decade or so, but the State Commission of Language Planning now says the characters will "cootinne to be the nation's authentic written language for a long time to come."

# THE LEX COLUMN

# Stamping-ground for bulls

possibly the fault of the official

press release. And the very exis-

tence of bearer bonds came as news

After two years of steadily declin-

present their 1985 accounts were

appy enough to talk about work-

ing-capital ratios hut reticent on

their prospects in the US chip

It does seem that the two divi-

Semiconductors will not suddenly

revert to earning Fl 1hn a year

to some parts of the City.

**Philips** 

of the year,

F1 200m last year.

The unusual after-taste of un valorised champagne did nothing yesterday to spoil the market's en-

Among predictable consequences, the cut in bank base rates actually doubled the ritual half-point that the markets would have been willing to put up with, while the shares of banks and hrewers behaved with the abandon that follows an unexpected acquittal.

The extinction of the tap, well above the level at which it had been supplied the previous day, and a boom in almost everything bot life companies and electronics, gave a promising start to the new era of

share-owning democracy.

Less predictably the gilt-edged market is seething with thoughts of an early move to full sterling membership of the EMS. As a replacement for the lost discipline of do-mestic monetary targeting that would indeed make the gilt-economists' cup run over, and yesterday the strength of sterling under a base rate cut could be taken as evi-

dence of shadow membership. A pity then, that the Chancellor of the Exchequer's remarks on the subject were rather shorter of commitment than the market assumed The result of extending the inci-

dence of stamp duty to bulldogs loan stocks and ADRs was turmoi in the markets - both in London and New York. The 5 per cent impost on converting UK equities into ADR form immediately throttled the practice of packaging Wall Street's pet London stocks. It is rare for there to be the 5 per cent arbitrage opportunity that would make it worth creating any further

That was bad for the likes of Jaguar and ICI and it cast a cloud across the future of Wellcome shares, which had been marked out

loan stocks bore sudden fruit in the

In the hulldog market confusion

**GILTS** FT-Actuaries Ali Stocks Index

are still scarcely better than loss

Throw in the gearing to cheaper borrowings and restructuring charges, and Philips would be doing poorly not to increase per share earnings (on its own accounting basis) by 30 per cent. The p/e ratio is scarcely into double figures. But the share price is held back by the bane of European multinationals - a large US shareholding selling out of an appreciating currency.

### Rank/Granada

Given the obduracy of the IBA, Rank's withdrawal of its offer for Granada was only to be expected. If Rank had tried to keep its offer (or possibly March)? Nor was it clear which stocks were immune, alive through the remaining period of judicial review, it might still have ended up waiting upon the IBA's consent, while racking up underwriting fees of nearly £1m per week. That was obviously not something that Pank charabelders and thing that Rank shareholders could be expected to tolerate, whatever they may think about the cash expended so far. And the Takeover ing profitability, Philips looks set to recover strongly this year. The question, as usual, is how strongly. The Philips executives despatched Panel's decision to offer Rank a new 21-day window in which to hid, if it were to get the chance, gives Rank the chance to get away withto the four corners of Europe to out complete loss of face.

Unless the IBA undergoes an unforseen conversion to the cause of chance that Rank could make a successful hid without previously challenging the Granada articles of assions, integrated circuits and home sociation. The suggestion in yester-

### Morgan Stanley

Morgan Stanley's own share is-

4.40

tronics business, which lost over firms a spectacular first quarter

### US growth only 0.7% in fourth quarter

By Reginald Dale, US Editor, in Washington

much more slowly than originally

The revised figure was 2.5 percentage points below December's original "flash" estimate of 3.2 per far less than they expected at the cent, which at the time was seen as turn of the year and have been com-

The poor performance in the final quarter brought growth for 1985 as a whole down to 2.2 per cent, the lowest since a 2.5 per cent decline in the recession year of 1982. The 0.7 per cent figure for the fourth quarter was the worst since a 0.6 per cent growth rate in the last three months of 1984.

Both government and private an-alysts said that the main reason for the downward revision was the deteriorating trade deficit, which increased by 19.7 per cent to a recordhreaking \$39.5bo in the fourth quar-

Many private economists are still hoping for a healthy upturn this year, spurred by lower oil prices and interest rates and the positive impact of the declining dollar on the trade balance. Some of them are now close to accepting the Administration's forecast of 4 per cent growth for the year as a whole.

The indicators, however, including yesterday's, are continuing to send mixed signals. The lower growth figures were accompanied by an encouraging inflation index tied to the gross national product, which rose by only 3.6 per cent over

Other recent data has included gloomy unemployment and produc-tion figures, continuing bad news on the trade front, and lagging retail sales. The Administration, however, has already dismissed the economy's sluggish performance late last year as a temporary set-back, and is looking for strong growth by the second quarter of this year.

# Opec seeks non-members' help

BY RICHARD JOHNS IN GENEVA

estimated, the Commerce Depart-ment reported yesterday. from Mexico, Egypt, Oman, Malay-sia and Angola in any substantive way seem slim because the first four, at least, have been producing mitted to regaining market share.

That happens to be Opec's official policy, adopted in December but under increasing attack from mem-bers who have suffered from the collapse of prices and do not have the financial reserves of Saudi Arabia and Kuwait to cushion

The fact that Opec is still far from agreement on how much it should reduce its own output during the second quarter, let alone on the sacrifices individual members should undertake, could make the joint consultations something of a futile exercise in the short term. In the longer term discussions

with the five non-members could prove an important precedent. Meanwhile the prospects of a pro-tracted meeting which might not improve confidence in Opec's wan-

ing ability to administer prices could be a damaging blow to prolucers worldwide.

resterday were reconciled to a conference dragging on through the coming weekend, with a duration perhaps as long as the one in London in March 1983 which resulted in an agreement on quotas among the 13 under a ceiling of 17.5m barrels a day (b/d) which was subsequently reduced to 16m b/d in October 1984.

becalmed yesterday in a Sargasso Sea of uncertainty and indecision. The basic cause of paralysis in

what seemed to be a surreal if not nightmarish, situation remains the

# in effort to reduce oil output

THE ORGANISATION of Petroleum Exporting Countries (Opec) yesterday began talks with five non-member oil producers about their possible collaboration in a wider effort to cut global output as

Chances of Opec gaining support

Experienced delegates in Geneva

This ministerial conference was

output conceded to the four states mum of 1.5m b/d set with the health of the Gulf governed by hereditary of the oil market in mind.

regimes under the output-sharing Malaysia earlier this year

pact of 1984. Saudi Arabia, despite a statement issued from Riyadh on Tuesday crease it as soon as possible to THE US economy grew at a slug-gish annual rate of only 0.7 per cent in the fourth quarter of last year, ing a deal, prompting speculation that it wants to "punish" - not a word ever used by the Kingdom some producers before agreeing to

cut its level of output. Nevertheless a sincere effort was being made by most delegates to work towards a compromise. Mr Javier Espinoza Teran, Ecuador's general consensus, among Opec and non-Opec (producers) that we

His Government happens to be one deeply unhappy with the 1984 quota and determined to change it. More belligerently, the Iraqi chief delegate suggests that his country, which is engaged in a hitter wer of attrition against Iran, a fellowmember, would not be restricted In practice the majority are said to believe that a cut of 2m b/d is non-Opec producers - having re-

Yesterday evening a committee made up of chief delegates from Venezuela, Indonesia, the United Arab Emirates, Nigeria and Libya was meeting with the five non-member producers.

Angola, with only a small output of about 220,006 b/d, which is produced by Chevron since its takeover of Gulf Oil, was a surprise partici-pant. It made up for the absence of Brunei, which was expected to send

entative but did not. Apart from Angola, which ex-ressed its readiness to co-operate with Opec, freedom of manoeuvre of other non-Opec members represented seems very limited.

Mexico, with its debt problems,

Malaysia earlier this year saw its

output fall to about 400,000 b/d and the Government had planned to in-

low its ceiling, but it is reliably reported to have averaged 100,000 b/d below that recently compared with domestic consumption of 450,000 Oman, a member of the Gulf Co-

operation Council which groups conservative Arab oil states of the region, has been producing nearly Minister of Energy, said: There is a 500,000 h/d. It has said it would be prepared to cut output if other producers did also but has been forced have to reduce our production to a to slash budget appropriations and level necessary to restore prices." ery of Tornado aircraft from the

Another important player in this scenario is the Soviet Union. Sheikh Ali Khalifa al Sabah, Ku-1950s in an attempt to aid literacy. waiti Minister of Oil, returned from Moscow in February with fairly encouraging reports on the Kremlin's characters were designated for concern about price maintenance. pruning, but the move so angered He reported that Moscow was un-He reported that Moscow was unnecessary and are looking to willing likely to increase exports in the understand the new script, that the next three years or so. .

the UK and Norway to co-operate to undertake 500,000 b/d or so of whatever is required.

Heat three years un so.

A change in Norway's petroleum tax rules is in preparation and will be announced this autumn "at the earliest" Finance Minister Rolf Preathus said, reports Fay Gjester

He said the aim would be to maintain total revenues at about the present level. Concessions to encourage the development of marginal fields would be balanced by boosting taxation on the most profi-

Norway, have been urging the Government to order oil output cuts to conserve reserves while prices are

Meanwhile a number of prominent Norwegian economists and have dropped its stated goal of dispoliticians, including Mr Hermod carding the ideograms of characters skanland, governor of the Bank of in favour of a romanised script.

depressed. Skånland, who advocates freezing oil output at the 1985 level, said ways could be found of compensat-ing the oil companies affected for

hy hopeful US bankers as the next Glaxo. The half-point stamp on domestic

Eurosterling market. Seeing UK gross funds as unwilling payers of duty in a secondary market, both ICI and 3i offered them stamp-free Eurobonds. For these investors, moreover, it appeared possible for per without restrictive covenants.

reigned as to the application of the new levy. Was it immediate, or after the Bang? Did it start at the full 1 special and produced its spectacular this year, even if they



circuit market while the appreciatsue may turn out to be the besting yen will lift some of the compettimed deal it has ever done. itive pressures from Signetics - as The strength of the New York well as from the US consumer elec-market must have given Wall Street

and the indicated pricing by independent co-managers has risen to between \$54 and \$57 a share, more again - or not, at least, without col- than 25 per cent above the initial lapsing the next year. But the con-range.

sumer electronics business should That still puts Morgan on a lower be profitable even before the conso-rating than its peers. The final the enviable position of raising both make the top partners paper millio prices and production in a booming naires. How generous of them to market for compact discs. Philips' give priority in applications for the



February, 1986

# World Weather

Rhades
Har da J'o
Rouse
Salzhung
Sant Francis
Sould
Singapore
Stockholm
Strancholm
Strancholm
Strancholm
Strancholm
Tangue
Tangu Agricas
Algiera
Anglera
Anglera
Anglera
Anglera
Anglera
Anglera
Balasan
Bangkok
Balasan
Bangkok
Balasan
Bangkok
Bangkoy
Bondecour
Bangkoy
Bondecour
Brusapest
B. Arres
Carecas
Canecas
Canecas Jalanta Jersey Je hong Lune Lundon Lundon Lune Angelos Lune phone Lune phone Lune phone Lune phone Majorca Majorca

sult of a further breakdown in the ciated with Gatoil, in some cases at terms before liquidity could return troubled forward market in Brent, prices well above \$25. the main North Sea crude, writes Dominic Lawson in London.

It is alleged that companies assomany of these cargoes this month, ciated with Gatoil, the Swiss oil leaving the sellers to take the oil trading group, have not taken pos- and absorb the losses. As most of session of about 10 March cargoes - the companies left holding the oil equivalent to 6m barrels - of Brent are major refiners, there has been crude, which they had contracted to huy at prices much higher than in February Gatoil caused a fuhuy at prices much higher than those now prevailing.

The contracts to take delivery of sion of a number of North Sea car-Brent for this month were entered into in previous months, when the oil price was much higher. Since January the price has halved from nies in the chain selling to Gatoil \$28 to \$14. Oil groups such as BP, Shell, Es-

But the companies associated

with Gatoil did not take delivery of

goes on which it said the contracts were invalid. But in the present

Mr Bob Reid, the chairman of

A further dampener on the Brent market is the suit filed in New York by the oil trading company Transnor (Bermuda). Transnor has accused Exxon, Shell and Conoco of anti-trust violations through the alleged use of the Brent market to reduce their tax liabilities on North

Mr Reid said yesterday that he took the Transnor allegations very seriously, but that Shell would probably claim that US anti-trust case it is believed that the compalegislation could have no jurisdiction over Shell UK.

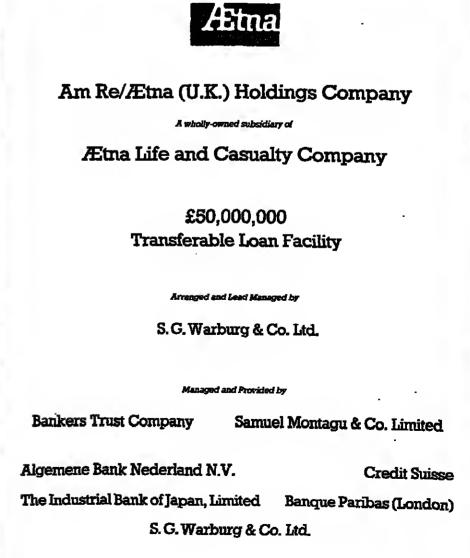
Shell results, Page 28



rore when it refused to take posses-

needed to see new, tougher contract to the market.

Sea production.



# Senior **Eurobond Traders**

### **US\$ Highly Negotiable**

A major US Securities house with a considerable London presence is currently expanding its activities in the international markets and requires additional traders to join its highly regarded team.

The primary requirement is for an experienced Eurobond trader to run the American book, Candidates in their twenties/early thirties should have an active trading background with a minimum of 3 years' experience in this area. Other traders of interest include those capable of running a book in Supranationals, French, Scandinavian and zero coupon bonds.

aging seasons being f

nk/Granada

iven the obdered de le control de le control

1 Cay Window Bergs Chery to get the day

the change of th

COLUMN NEW PROPERTY.

A THE PERSON OF THE PERSON OF

THE PER

WATE TRACE

Fgan Stalle

incid State and

2-, 747 (2 ; 29;

: 1. 1071 (≥k)

Cut transfer

- 11-11-12-3-

::.. ..... (13):==::

P. C. P. P. P. To. on the management

A per market

151 gab (<del>151</del>)

the way

116 0 0 600 ender grander. Englische grander

npany

î.V

The organisation is highly results-orientated and salaries are fully negotiable and will not be a limiting factor for those with the relevant abilities and experience. In the first instance interested candidates should contact Sally Poppleton on 01-404 5751 or write to her, quoting ref: 3613, enclosing a Curriculum Vitae, at 39-41 Parker Street, London WC2B 5LH.

Michael Page City International Recruitment Consultants London Brussels New York Sydney

A member of the Addison Page PLC group

### **INSTITUTIONAL SALES**

c.£40,000 + Bonus

Banking group, has a requirement for high calibre

Of particular interest would be either generalist UK equity salespersons or those with a facility in a European language wishing to specialise in Continental stocks.

progression, and the remuneration package should prove highly attractive.

with an excellent track record, seeks to recruit two young Fund Managers with four years experience in either UK pension funds or US equities.

This represents an ideal opportunity to join a corresponding rewards.

For a confidential discussion, please contact

. . Telephone 01-583 0073

### **JOBS**

# The real rules of the management jungle

BY MICHAEL DIXON

many people 'd'you manage yourself, for instance? "

If the Jobs column had a fiver for every time those ques-tions had been chucked at it, its creditors would be less neurone.
The questioners are usually doteful men with twichy doteful men with twictly thumbs. They tend to look triumphant on hearing that I manage nobody, evidently believing it is necessary to be a manager to have a right to opinions about management. But they are surely wrong.

White I may not have managed anything—which is a blessing to all unconcerned—I bave been managed for a full bave been managed for a full 35 years, sometimes remorbelessly. That qualifies me to tatk about management as a consumer, which is a valid perspective even though it differs from the supply-side view.

the Arthur Young International group Called "The Manager's Handbook," it is published at £9.95 by Sphere of 30-32 Gray's Inn Road, London WCIX SJL. It should be required reading for any aspiring managers who

"WHAT right do you have to suppose the jungle they are graduate in this obscure operate at senior levels 2nd, if freedom? talk about madagement? How entering is neutral, let alone science, forget the walnut panelso, does your profile match Opportuni friendly. It makes clear that, ling and the Rolls-Royce, they those of the ruling class?

H.—Are wourself, for instance? "

While the authors take a delegated of the ruling class is the start, they would be will never be your natural enliable to get more mercy from a cageful of Bengal tigers, Here's what it says, for example, about reading job

advertisements and recruitment brochures: "Such ads tend to clorify the company, the job and the person needed to fit the post. You need to find out much more about a company you are considering joining.

"Talk to friends, colleagues, people who have left the company and, if possible, those who are currently working there. You might pick up some company gossip from the local bar. Keep your eyes and ears open to the media and especially the pages of the financial press." mouths," mouths," in whom is well where to consider which the second whose is to read the second with the second whose is to read the second with the second whose is to read the second with th Besides warning its readers

to turn a sceptical ear to any-thing said by an organisation that might want to employ them, the book provides terse outlines of the various skilts required by management work. thing said by an organisation that inight want to employ them, the book provides terse millions of words published on the activity fail to offer a dignified description from a supplicr's angle.

But today the balance of opinion has at last been somewhat redressed by a snappity produced book assembled by the Arthur Young International

ling. co-ordinating and controlling.

But there is also a warning
that the most polished politickficiency in tasks like those may
well come in handy during a
well come in handy during a welt come in handy during a managerial career, they are less important than skill at politicking.
"If you are unprepared to

vironment," it declares, before realistically jaundiced view of vironment," it declares, wealth of going on to give a wealth of most aspects of managering specific tips. A few of them work, however, they still strike me as straying into naivety in particulars.

Keep your own counsel; be some particulars.

One of them is their apparent them of them is their apparent to the country of th wary of trusting others unless you are sure of your trust. Devetop a grapevine which provides access not only to "motes" who feed you reliable tittle-tattle but also to "mouths." These are "people in whom the processing of the proces

in whom the possession of a secret creates an irresistible urge to communicate. They are useful when your views will be found more credibte if received

Keep close to the person whose job you may want—he/she often has a tot of say reticent about them? about a successor. Never publicly deprecate your competitors for high office.
Discover the values of each level of the organisation and match your achievements to them

been given, or taken on, too much work? them,
Develop friendships with
media pcople, but do not
become their pawn. (This media
person, for one, would be
pleased to know you, mate.) D.—Are you offhand or short-tempered with your sub-ordinates or peer colleagues? E.—Are you enjoying your job and clear about where it is

work:

F.—Do you feel your boss is incompetent and that you could do his/her job just as well? there is a question which truly

Canny candidates always ask
envy when you bear your
themselves about any organisation. It is; Does an old boy net

do nis/ner job yust as wen;
integrated accounting/manuraeturing package, and an advanced
treport generator." That unfortreport generator." That unfortunately leaves me unsure
tunately leaves me unsure
whether the latter product is an
01-493 4467, telex 296617.

belief that a person who is in the right job will find it satis-

out if you are suited to your

Opportunity to travel? Salary?
H.—Are you sick of being delegated to and not delegat-

I.—Do yon feel run-down or stressed? J.—Have you had to give up hobbies or interests because of

Readers may care to check their answers to those questions against mine, which are: A in fying in every respect. Take against mine, which are: A in for instance their tist of the mornings and afternoons questions to ask yourself to find as well. B both. C yes. D incessantly. E no. F no comment. G all of them and several more besides. H, I and J you bet!

A-Do you begin to feel Even so, my job profoundly satisfies me. That's what's so infuriating about it. And I daresay the same goes for most other people who sbare my anxious in the evening at the prospect of work the next day? B-Do you talk obsessively to your partner (spouse) about your work or about a member of staff? Or are you unnaturally

C—Do you find yourself working late regularly because you feel you need to impress or because you have been given or release on the sulfrants scales and the sulfrants scales are sulfrants scales. of Cambridge Recruitment Con-sultants seeks a sales and mar-keting director for the Huntingdon-based Mission group. The prime task will be to launch and develop a new subsidiary called Mission Software and make it as successful as the group's international husiness in the hi fi field.

Mr King says the initial products will include "a fully integrated accounting/manufac-

Responsibility? advanced generator of reports or merely a generator of advanced reports, but I suppose people qualified to do the job

will know the difference. They need also to bave started and run a successfut business

and run a successful obstaces of a comparable kind.
Salary and commission expected to reach £40,000-plus. The perks include a car.
Inquiries to Geoffrey King at la Rose Crescent, Cambridge CB2 3LL; telephone 0223

### Gear for men

ANOTHER proven business developer, this time preferably from retailing, is wanted by recruiter Ann Willitts of the newly-formed Victoria Graham consultancy for a venture capital company she may not name. She therefore promises to abide She therefore promises to abide by any applicant's request not to be identified to her client at

this stage.
The recruit will be managing The recruit will be managing director of a chain of high street stores selling a range of menswear, mainly for leisure, which is reputedly wowing fashion-besotted males in the US. Having achieved the same in Britain, the recruit will be expected to extend into Europe. London is the initial base.

Salary at least £40,000. Car among negotiable other benefits.

### BADENOCH & CLARK

Our client, a leading firm of Institutional Stockbrokers partnered by a major International

This firm can offer unrivalled scope for career

### **FUND MANAGEMENT**

c.£30,000 Package

An independent portfolio management group,

talented team, in a premier organisation, with

Stuart Clifford or Christopher Lawless.

Financial Recruitment Specialists 16-18 New Bridge St, London EC4V 6AU

### BADENOCH & CLARK

### PARTNER -**CONVEYANCING**

To £35,000

Our client, a small established practice in Mayfair with a 'blue chip' client base, requires a high calibre candidate to join as a Partner. You must-

- \* Have qualified with a large City firm and gained specialist conveyancing experience since admission.
- ★ Demonstrate the ability to develop the existing clients as well as introduce new

\* Accept the challenge of working in a tough environment. The work will be fifty per cent commercial,

department and the balance residential. You will be aged between 28-32 and can expect

twenty five per cent support to the company

a maximum of two years to full equity. Only candidates who match this profile should

> Legal and Financial Recruitment Specialists 16-18 New Bridge St, London EC4V 6AU Telephone: 01-583 0073

### RECRUITMENT CONSULTANTS

35 New Broad Street, London EC2M 1NH Tel: 01-588 3588 or 01-588 3576 Tetex No. 887374 Fax No. 01-638 9216

Exceptional opportunity for ambitious, achievement-orientated and money motivated individual to join a small powerful team backed by substantial resources of a major group.



**WALL STREET AREA** 

**UK EQUITY SALES - NEW YORK FULLY COMPETITIVE NEW YORK \$ PACKAGE** 

### MAJOR MULTINATIONAL BROKERAGE FIRM

We invite applications from experienced equity sales professionals who are likely to have specialised in UK equities, and who are prepared to dedicate their careers to achieving results in the US broking environment. The selected candidate, who will be a key member of a small and successful team, will have the brief to develop international Equity business (an emphasis on UK equities) with institutions throughout the US. This will necessitate US travel. Essential qualities are a shirt-sleeve approach to hard work and a positive enthusiasm. The highly attractive \$ remuneration package will be based on results and will be specially geared to attract the best talent workwide and will give 'no upper limit' earnings. Applications in strict confidence under reference UES17632/E will be forwarded unopened to our client unless you list companies to which they should not be sent in a covering letter marked for the attention of the Security Manager:

CAMPBELL-JOHNSTON RECRUITMENT ADVENTISING LIMITED, 35 NEW BROAD STREET, LONDON ECOM 1NK.

# Real Estate Finance

We wish to recruit one new person to join the specialist Real Estate & Construction team in our growing UK corporate group.

The ideal candidate is a graduate and is either a banker or chartered surveyor with at least three years relevant experience in Real Estate development finance and capable of making an immediate business contribution.

Good communication and analytical skills are essential. Remuneration package will

be attractive for the right candidate. Please send C.V. to: J. Hardisty,

Manager, Human Resources, Canadian Imperial Bank of Commerce, 55 Bishopsgate, London EC2N 3NN. Telephone: 01-628 9858.



CANADIAN IMPERIAL **BANK OF COMMERCE** 

# Major International Grouping

# **Head of Research**

The Investment Management subsidiary of a long a personal and direct contribution to the development of established and highly respected international holding company currently seeks to complement their team with the appointment of a Head of Research. This is a new and important post.

The areas of expertise sought by our Client are in-depth knowledge of the Authorised Unit Trusts/Offshore mutual funds and their relative performances, plus the ability to appraise other investment managers. The successful candidate will be expected to take a major role within our Client's Investment Committee and to contribute research data and articles for internal and external distribution.

The position calls for a man/woman, probably educated to degree standard, who will not only welcome the chance to build their own research team, but also make our client's business.

The age range is probably 28/40 but no formal limits have been set Considerable further prospects for advancement surround this vacancy and the salary and benefits to be negotiated will reflect the Importance of this position to our Client,

Please reply in confidence to Colin Barry, Senior Partner, quoting Ref. 722, at Overton Shirley & Barry, Prince Rupert House, 64 Queen Street, London EC4R-1AD. Telephone: 01-248 0355.

Overton Shirley & Barry

### **Pension Fund** Investment Management

Portfolio Managers



The Investment Division of Shell International Petroleum Company Limited is responsible for the management of the Pension Fund portfolios of several companies within the Royal Dutch Shell Group. The combined assets of these funds make up one of the largest pension fund portfolios in the U.K., being valued at over £3,500m. We are looking for up to 4 persons to

join this investment team to cover a variety of responsibilities. There is some flexibility in the way these responsibilities might be arranged, but in each case the duties would include the management of one or more U.K or International Equity portfolios. The senior of the posts would involve participation in Asset Allocation decisions, and there is also a requirement for work on Quantitative Analysis

Applicants, in the age range 25-40,

should preferably be graduates or professionally qualified, and must have at least 3 years' experience in handling institutional portfolios. Ideally, this experience should cover the U.K., U.S. or Japanese equity markets, but candidates with experience in other markets would be considered. Familiarity with Quantitative Analysis techniques would be a distinct advantage for one of the posts.

The salary will be competitive and in addition there is a wide range of Company benefits. Working conditions in Shell are excellent, as are the sports and social facilities that are available. Please write with a full resumé of your career or telephone for an application form quoting reference PNEL 11/86 to:

Shell International Petroleum Company Limited, Recruitment Division PNEL/231, Shell Centre, London SE1 7NA. Telephone: 01-934 6966 or 01-934 4115.

# Manager-Marine Hull & Aviation

United Arab Emirates

A well-established and respected non-life insurance A well-established and respected non-life insurance company, based in an attractive part of The Gulf, is looking for a new Manager for the Hull & Aviation Department who will report to the General Manager. The Department writes, profitably, £40m in premium income in respect of a wide range of vessels and aircraft. Key tasks include profitable underwriting, treaty negotiation, reinsurance broker liaison, business development in the Middle East and Europe, and the leadership of

Candidates should preferably be aged 30-40, with a good technical knowledge of Hull business as a broker or underwriter in the London market, and a successful record of developing business and staff. Salary and bonus will be about £25,000 tax-free. Other benefits include free fully-furnished family accommodation, passage-paid annual leave and car allowance. The position should provide an exciting career step for a person boxed in' in their present role, Apply, in confidence, enclosing cv to Humphrey Sturt, Ref: GM69/9762/FT.

PA Personnel Services

Executive Search - Selection · Psychometrics · Remuneration & Personnel Consultance

Hyde Park House, 60a Knightsbridge, London SWIX 7LE, Tel: 01-235 6060 Telez: 27874

When you need a new Chancellor for your Exchequer.

Price Waterhouse



المقالمة تقلقا والما ويتاني فللتنافئ

### MORGAN STANLEY INTERNATIONAL

- A good command of at least 2 European languages including English.
- As part of its strategic global diversification, Morg Stanley is committed to the very bighest quality of International company research and offers a

fications from the Continent of Europe are

### MORGAN STANLEY INTERNATIONAL .

minimum de 5 ans d'expérie rele Financier sur un ou pité

d'une bonne maîtrise d'au moins 2 langues européennes dont l'anglais.

### MORGAN STANLEY INTERNATIONAL

### MORGAN STANLEY

# Is Our Future Your Future?

# SYSTEMS DEVELOPMENTS IN INTERNATIONAL BANKING

The ROYAL BANK OF CANADA is preparing for increased demands for automation for its branches and subsidiaries in the UK, Europe, Middle East and Africa. We shall be developing and implementing both IBM Mainframe and System 36 systems dependent upon the needs of each unit. Development projects involve the use of MVS, CICS and Cobol on the Mainframe and Cobol on System 36.

RBC Systems Limited is the wholly owned and expanding subsidiary responsible for these developments and our plans include the creation of an integrated banking system competitive with the best in the market to support the requirements of our banking units.

### PROJECT LEADER

We seek an experienced, energetic professional to lead the development team. Aged about 30 with in-depth IBM background, the successful candidate could have experience with a software house or bank. Some travel, mainly in Europe, is envisaged.

REMUNERATION PACKAGE CIRCA £24,000 PLUS COMPANY CAR

### ANALYST/PROGRAMMERS

We shall select high-calibre staff to join the team on the basis of their professionalism, experience and potential. IBM mainframe and/or System 36 experience is essential and previous involvement in banking systems highly desirable. A healthy appetite for hard work is expected.

REMUNERATION PACKAGE CIRCA £22,000



Opportunities for career development are excellent and terms and conditions of employment first class. Please write in first instance, with full c.v., to: M. L. Phillips, Manager — Administration RBC SYSTEMS LIMITED 137 Stamford Street, London SE1 9NJ

# Leading Investment Group

# **UK Fund Manager**

# **Small/Growth Companies**

Our Client, a major City Investment House with a highly successful stable of UK and international Unit Trusts, has asked us to assist with the recruitment of a Fund Manager who will run the authorised Unit Trust specialising in British Smaller/ Growth Companies, plus other segregated funds concentrating on this area of the

The Funds have an excellent and recognised performance record and our Client is anxious to appoint a man/woman who can show a similar record of success with the Funds under his/her control. The person appointed is likely to have a university background and to have grown into Fund Management via the analytical route with a Merchant Bank, Insurance Company, Stockbroker or independent pension fund. At least three years' investment experience is required and whilst no formal age limits have been set, our Client's outlook is simultaneously young and professional.

This outstanding opportunity to contribute to the overall performance of funds under management carries a generous and realistic banking-type remuneration package, negotiable according to age and experience.

Applicants should reply in the first instance to Keith Fisher, quoting Ref. 712, at Overton Shirley & Barry, Prince Rupert House, 64 Queen Street, London EC4R 1AD Telephone: 01-248 0355. All enquiries will be treated in total confidence and no names will be released to our Client until after a preliminary discussion.

**BOND SALES PERSON** 

\* Are you ready to work in a special environment?

An environment that allows you to focus on relative value, instead of pushing over-priced new issues. An environment that encourages creativity and a

In order to qualify you must be a proven producer with excellent existing account relationships, a self starter and willing to join a small highly

Your compensation will include a very competitive basic salary, plus what

could be a very substantial bonus based on your contribution to the overall

All replies, which will be treated in confidence, to be sent in first instance to:

WALTER JUDD LIMITED (Ref. L732)

(Incorporated Practitioners in Advertising)

1a Bow Lane, London EC4M 9EJ.

HongkongBank Limited (X)

Manager SWAPS

HongkongBank Limited is the European merchant banking arm

of the HongkongBank Group. As a result of expansion we require an extra executive at Manager level for our swaps team, initially

The individual concerned will have at least 6-12 months experience

in Interest Rate Swaps and must be adaptable, possess drive and

determination and have a sound understanding of the swaps

Salary will be negotiable, and normal merchant banking benefits

Applications with full C.V. which will be treated in strict confidence

should be sent to C. E. Fiddian-Green, HongkongBank Limited,

Wardley House, 7 Devonshire Square, London EC2M 4HN.

involved in packaging Asset Swaps.

\* Do you believe in your own ability to sell?

value-added approach to sales.

professional group.

profitability of the team.

will apply.

Overton Shirley & Barry

# BANKING APPOINTMENTS

### **NEW YORK**

Our client, a well established French bank, is currently opening a branch in New York and is looking to recruit professionals for the two following positions:

### Treasurer - Vice President Package: c\$85,000

An experienced marketing executive (30-35 years) with a proven track record in a financial institution is needed to establish and develop the treasury marketing operations.

The role will involve dealing with major US and international companies discussing a broad range of treasury products, including foreign exchange, money markets, futures, options and swaps.

Condidates court broad dealers the conditions of the conditions of the conditions are the conditions.

Candidates must have a thorough knowledge of the treasury field with experience of establishing and maintaining corporate relationships. An outgoing attitude and the ability to work in a pressurised environment are essential.

### Operations and Administration -Vice President

Package: c\$75,000 Reporting to the Branch Manager, the position involves controlling and co-ordinating a

\* a comprehensive knowledge of all banking operations and administration, including EDP experience, and documentary credit

\* lucid and accurate reporting abilities

\* administrative skills in personnel and organisation

Candidates should be adaptable and flexible in approach and have at least 5 years' relevant

Fluency in English is essential and a knowledge of French would be an advantage. Interested candidates should contact Charles-Henri Dumon or David Nicholson on 01-831 0431 or send a full curriculum vitae, mentioning the reference 11662 CHD, to Michael Page City, 39-41 Parker Street, London WC2B 51H, United Kingdom.

Michael Page City
International Recruitment Consultants—London Brussels New York Sydney

A member of the Addison Page PLC group

Surrey

c. £75,000 Neg.

+ share options, etc

The executive appointed will be expected to make a major contribution to the direction, growth and profitability of the

In view of the importance of this position and the high calibre of executive sought, it is most unlikely that a suitable remuneration package cannot be negotiated.

Please write in confidence, enclosing career details to Mr. Timothy A. Elster, Executive Selection Division, Peat, Marwick, Mitchell & Co., City Square House, 7 Wellington Street, Leeds LSI 4DW, quoting reference No. L/608.

**MARWICK** 

# Group Managing Director

Our client, a UK diversified industrial/ engineering group has grown rapidly and profitably to a turnover of approaching £100m. This growth has primarily resulted from a significant number of strategically related acquisitions. Further acquisitive growth is planned but considerable opportunities now exist within the group

for organic growth to be generated. Reporting to the Chairman, the position of Group Managing Director is a new appointment which will afford a senior executive with a proven record of achievement, the opportunity to play e major role in the continuing development of a major group of companies.

Applications will be welcomed from senior executives who can evidence a record of success in a dynamic growth oriented environment in a similar business sector to that of our client. Applicants should possess a blend of sound manufacturing based skills, entrepreneurial flair and the ability to think strategically.

### Top Executives earning over £25,000 a year

Can you afford to waste over £2,000 a month in delay? Minster Executive specialises in solving the care you alrord to waste over £2,000 a mouth in ucasy? Minister Executive specialises in solving the career problems of top executives. The Minister programme, tailored to your individual needs and managed by two or more partners, is your most effective route to those better offers, 75% of which

are never advertised. our clients have an impressive record of success; many blue chip companies retain our services in

the redeployment of their top people.

Telephone or write for a preliminary discussion without obligation—or cost.

MINSTER EXECUTIVE LTD

28 Bolton, Street, London W1Y 8HB. Tel: 01-493 1309 / 1085

### INVESTMENT ANALYST

General Accident has a vacancy in the investment Department for an trivestment Analyst.

Ideally, candidates will have several years experience of analysis in stockbroking, banking or other financial institutions and be able to display a sound knowledge of the UK equity market.
Consideration will also be given to candidates at an earlier stage of career development who are now ready to move into a more demanding position.

The starting salary will depend upon experience; in addition, an attractive benefits package is offered including pension and sickness schemes and house purchase facilities. The post is based at General Accident's World Headquarters in Perth, Scotland.

Write in the first instance, giving brief details of career, qualifications and present salary, to: The Staff Manager (Head Office)

> General Accident

### **HUMBERSIDE TRAINING** CONSORTIUM

# DIRECTOR SALARY £17,226-£19,128

The Humberside Training Consortium consists of the LEA's colleges, the University of Hull end e range of major private employers in the County. The members have identified the need to establish a Consortium for Treining within the County to improve the provision of training. The Consortium is supported by a large scale grant from the Department of Education and Science and the Manpower Services Commission. The Consortium is seeking to appoint a Director as-soon as

The Consortum is seeking to appoint a Director as soon as possible to manage the operation; applications are sought from energetic persons of a range of backgrounds which might include experience in Industry, Commerce or Marketing as well as Education, initially the appointment will be for a period of two years. There will be opportunity to extend the contract and reconsider remunerations as the Consortium develops. Further details and application forms can be obtained from the

Director of Education, Staffing Section (HQ/ST/), County Hall, Beverley, North Humberside, HU17 9BA (Telephone 0482 867131 Ext. 3338) to whom application should be returned by 27 March 1986.

Sponsored by: Humberside County Council D.E.S., Pickup, M.S.C.

### VENTURE CAPITAL

Assistant Investment Manager

We are a privately-owned venture capital management company handling substantial institutional and private funds.

We wish to recruit a woman or man in their mid-20s with a university degree and two years' experience of investment research either in the quoted or unquoted sector or in financial analysis.

The work will comprise researching prospective venture capital investments, collating and analysing data on existing investments, and preparing reports to investors. The successful candidate will be part of a small, lively team who are building up an exciting portfolio of growth companies.

Write with full CV to Box A0084 Financial Times, 10 Cannon Street, London EC4P 4BY

ay March 20 lb

# onathan Wren **Financial Controller**

£60,000 + bonus + benefits

We have been approached by a major international bank to assist in the selection of an exceptional Financial Controller. A qualified accountant, aged 35-42 years, the individual sought will have gained at least 5 years senior management experience within an investment bank, securities house, or eurobonds environment, and consequently will possess a thorough understanding and knowledge of capital markets instruments. The successful appointee will assume full responsibility for the daily monitoring of the bank's risk exposures, taxation, budgets, forecasts, accounting systems and may also undertake some company secretarial functions. We therefore seek applications from suitably qualified, high profile candidates, who, as a result of their reputation and previous experience, are currently commanding a base salary of not tess than £35,000 pa. Contact Brian Gooch or Peter Haynes.

# **UK Lending**

Our client, a prime North American bank with an expansionist approach to lending, is seeking an ambitious Marketing Officer to become fully involved in existing/new business to the 1000 companies. We would therefore be interested in receiving applications from those candidates with a strong educational background, MBA/degree level, with relevant experience. Contact Norma Given or Anne Fenwicke.

### Corporate Dealer

c£25,000

Due to continuing expansion, a major international bank is recruiting a senior Corporate Dealer to expand its business activity in this area. Candidates will have had at least 3 years specific experience, and will probably have been involved in marketing services to corporate clients. Age is likely to be about 30 years. Contact Roger Steare or Bryan Sales.

# ACA - Newly qualified

A newly qualified ACA is currently sought by a major banking group to undertake a full financial accounting role — reporting directly to the Financial Controller. In view of the forthcoming changes within the City, this opportunity presents the perfect environment for a high calibre candidate to pursue a sound future banking career. Contact Norma Given or Anne Fenwicke.

All applications will be treated in strict confidence.

SYDNEY

Section in the second

in in the sections

broking beings

oe able to detay ours madel a. to candebage greet who may

manding book

rend uponegra

in parkage to

· .. hemes some

bused at Ger

i in Peth.it

ig helef dezn militalian, b

RAINING

m Consists of the land of the construction of

: Manager

- 11 EU F.

Recruitment Consultants 170 Bishopsgate, London EC2M 4LX. Tel: 01-623 1266

HONG KONG

purgab national bank

Punjab National Bonk — a public sector bank with Head Quarters in India, requires for its provincial branches in UK at Welverhampton, Birmingham and Gravesand MIODLE LEVEL OFFICERS/BRANCH MANAGERS

MIODLE LEVEL OFFICERS/BRANCH MANAGERS
to act as independent incharges of those branches
Persone in the age group of 35.50 years, and permanently resident in UK, helding degrae from a recognised university or equivalent qualification from a recognised institute in the UK, with five years experience as on Officer in a Senk, may apply giving details of their curriculum vitab and salary espected, Upper age limit is relaxable in the case of highly experienced persons. Knewledge of Hindi/Punjobi desirable.

All applications to be submitted by mail immediately, so as to reach meaning within a weak, for a case of the control of the case of th

# **International** Banking

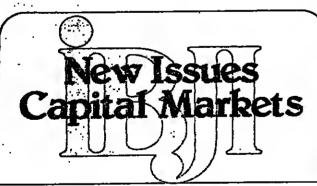
Executive A leading bank in Scotland invites applications for the post of International Banking Executive.

The successful applicant will have wide experience in the field of international banking. and will be currently employed in this sector. The position requires the individual to take charge of an International Department, develop the business, and mottvate and train subordinate staff.

All applicants must be qualified Associates of the institute of Bankers. The position will be demanding, and it is therefore assumed that anyone currently earning less than £20,000 will

Please write with comprehensive curriculum vitae to: R. W. Hogsden (Ref. 415), Lockyer Bradshaw & Wilson Limited, 39/41 Parker Street, London WC2B SLH. indicating any compantes to which your application should not be forwarded.

LOCKYER, BRADSHAW & WILSON LIMITED A member of the Addison Page PLC Group



### North America

IBJ International Limited, is now seeking an experienced new issues specialist and mandate winner with a sound knowledge of North American borrowers.

The successful applicant will currently hold an active marketing role in a well established team, with a good knowledge of capital markets products

marketing role in a well established team, with a good knowledge of capital markets products.

This is a senior position and the salary and benefits package, which includes all normal banking benefits, will reflect this.

Those interested in this position should write or telephone:

Ian Matheson, IBJ International Limited. Bucklersbury House, 3 Queen Victoria Street, LONDON ECAN SHR. Tel. 01-236 1090.

IBJ International Limited Bucklersbury House. 3 Queen Victoria Street London EC4N SHR.

### MAJOR U.S. INVESTMENT HOUSE

Expanding its activities in capital markets is currently recruiting aggressive

BROKERS OR DEALERS in all financial instruments. Candidates would presently be working individually or within a unit having an institutional or private client base.
Attractive salary plus performance-orientated bonus.

Please reply to Box A0089, Financial Times 10 Connon Street, London EC4P 4BY

### Appointment of

NEWNHAM COLLEGE CAMBRIDGE

Bursar

Applications ero invited from man and women for the full-time post of Burser, to take office ee or before 1 October 1886.

The Bursar is responsible for the management of the College's property and income in accordance with the directions of the College Council. The person appeared will have expensive of financial planing and administration and be expected to take an active interest in fund raising.

expected to take on across mineral to fund raising.

The College Statutes provide that if a woman is appointed she shall be cleated a Fallow of the College.

Further porticulars may be ebtained from:

The Principal, Newsham College Cambridge C83 9DF whom applications with a CV I the names of three reference huld be sent by 19 April 1988

UNIVERSITY COLLEGE Faculty of Laws LECTURESHIPS IN LAW from October 1986 from October 1926
Salary range £8,020-£15,700 ±
£1,297 Lendon Allowance. Applications, with a c.v. and names and
addrasses of two referes by 4th
Agril 1996 to Departmental Secretory. Faculty of Laws. University
Callage London. Bantham Houss.
4-3 Endaingh Gardans, Loaden
WCH OFS, from whom furthar
particulars may be obtained.
Proference will be given to specialists in intercational Law/Commercial Law/Shipping Law/Insurance
Law.

# North American Banking

Our fast-growing and profitable North American Banking Department seeks executives to work on and help develop our North American business.

The ideal candidate will be:-Mid to late twenties

Academically well qualified

 Innovative Self reliant

Candidates should have a good grounding in credit and a knowledge of general banking services. In addition experience in specialised banking products, such as Asset Based Lending, Leveraged Buy Outs, Real Estate Finance, Bond Enhancement Programmes and Interest Rate Swaps would

Successful candidates will work in an environment which encourages flexibility and an individual approach. There will be opportunities for travel and the possibility of a posting to one of our four U.S. offices.

Candidates should apply with full Curriculum Vitae to:-

Hanover Partners Limited, Box A0079, Financial Times, Bracken House, 10 Cannon Street, London EC4P 4BY.

# Kleinwort

# **Finance Controller**

Decision-making and responsibility at the highest levels of business management

### Up to £30,000 + Car Reading

A household name throughout the length and breadth of the country, Yellow Pages is Britain's most successful classified directory: an achievement which reflects both the quality of the product and, no less significantly, the operational expertise and business efficiency of this tightly-run enterprise.

We now need to appoint a Financial Controller for Yellow Pages and its related Companies – with direct responsibility to the Managing Director (Yellow Pages) for the development and implementation of financial policies and procedures, and the provision of financial and management accounting information essential to the running of the business. As a member of the Yellow Pages Management Committee,

ELLOW

the Financial Controller will have a major influence not only on issues of a financial nature, but also on strategic development

and decision-making in general.

A fully qualified accountant – and preferably a graduate – you will have a rounded perspective of business and the personal stature to operate at the highest levels. A minimum of ten years in financial management, including several in a senior management role, is the depth of background we have in mind.

Starting salary will be up to £30,000 depending on age

Please write enclosing a full C.V. to: Mr. K. Smith, Yellow Pages Personnel, Yellow Pages Building, Queens Walk, Reading RG1 7PE

T'EL.ECOM

### **Ambitious Stockbroker?**

up to £50,000 + profit bonus

Our client is a U.K. financial services company with an active private client base. To implement their plan for continued growth they seek an experienced Stockbroker of high calibre to join as Chief Executive and establish a securities arm.

We invite approaches from entrepreneurial individuals with private client portfolio management backgrounds, plus administrative, marketing and management skills. This greenfields situation should appeal to those who now seek the opportunity to play a leading role and reap future rewards.

Please contact Fiona Stephens or Anthony Innes who will treat: all enquiries in confidence.

### Stephens Associates

44 Carter Lane, London EC4V 5BX.Tel:01-236 7307 Representative Associates New York & Tokyo

### JAMES CAPEL & CO.

### MONEY BROKING

As a result of continuing expansion we require

### 2 CLERKS

to join the young and enthusiastic team in our Secured Money Broking Department

Applicants, preferably aged 20-30, should have experience of Stock Exchange Settlement in the Gilt-Edged, U.K. Equity and Foreign

Salaries will be competitive and include excellent bonus prospects. If you think you may be interested please write in confidence, with details of

> D. SCHULTEN James Capel & Co., James Capel House, P.O. Box 551, 6 Bevis Marks, London, EC3A 7JQ.

experience, to:-

# **Group Treasurer**

**MAJOR PLC** 

Our client is a £1 billion + PLC, market leaders in a number of service industry market sectors. They now wish to recruit a Group Treasurer reporting to the Finance Director, who will haise closely with other Main Board Directors and also manage a small support staff.

The main elements of the role are debt management, developing new approaches to project and property financing, handling banking relationships, and cash management and control. The Group's continued growth in the UK and internationally, provides the opportunity for expansion of both the scope and scale of the work, making this an outstanding long-term career opportunity.

aged in their thirties, should be graduates with broad treasury experience, sound analytical ability and a creative problem solving approach. In addition to a significant salary there will be normal major Group benefits

plus others specifically related to the Company's business. Location central London but regular North American and European travel can be anticipated. Removal expenses will be available if appropriate. Please reply in complete confidence with full career and remuneration

details quoting reference 1105, to David Thompson, Managing Director, Bull Thompson & Associates, 63 St. Martin's Lane, London, WC2N 4JX (01-240 3561), Candidates, male or female, probably who is advising on this appointment.



CORPORATE AND RECRUITMENT CONSULTANTS



### CITY BANKING OPPORTUNITIES

BCC requires for its Central Credit Division:

**GRADUATE TRAINEE OFFICERS** 

Graduates who would like to pursue a career in banking. Selected candidates would be given training before being assigned to the credit function. Maximum age 24 years.

A competitive package of salary and benefits will be available. Eligible candidates must have residential status in the U.K. and should apply in confidence, latest by 11th April 1986, enclosing a full C.V. with a passport size photograph to:

> D. R. Oshidar, Central Credit Division, Bank of Credit and Commerce International S.A., Licensed Deposit Taker, 100 Leadenhall Street, London EC3A 3AD.

### **COMMERCIAL BANK - MIDDLE EAST**

# General Manager

The Bank is a well established commercial bank in the Gulf with a profitable branch network. It is active in a broad range of commercial banking services for institutional and retail customers. It has an excellent reputation.

The General Manager will take total responsibility for the management of all the Bank's operations. The role demands:

- marketing and business development;
- □ wide ranging customer contact;
- ☐ introduction of new banking services;
- strong control and administration.

An energetic and experienced commercial banker is needed. Knowledge of the Middle East would be valuable. Ideal age group

There is an excellent long term opportunity for the successful candidate who will receive a generous compensation package including substantial fringe benefits.

Please reply in confidence to:

Box FT/967, St. James's House, 4/7 Red Lion Court, Fleet Street, London EC4A 3EB.

freasury appointments consult a specialist agency TERENCE STEPHENSON Prince Rupert House blege Hill, London SCAR 1AS Tal: 61-248 6263

### Wanted

	TR4	DER	IN C	OMMO	YTIG	
37,	Swi	85.	4BA	degre	e, n	ulti-
USA		<b>Jubald</b>	lary,	200 200	4.6	DOW
Gan	EV2.	Low	tax	ation	advar	TAGE
UK.	Pas	yldie	to	begin	busi	70 44

# Capital Markets Administration

to £50,000 + Usual Banking Package and Bonus

Our client is the Capital Markets arm of a major US Banking Group. They intend to be one of the major influences in the Securities markets and they now seek 3 experienced business managers to head up the units dealing with the operations in the following fields:

### Head of Securities Operations

Responsible for the Eurobonds, futures, options, US Treasuries sections in the longer end of the markets, both primary and secondary. Must be familiar with all these instruments and be prepared to improve present systems and devise new methods to handle the evolving markets.

### Head of Asset Sales and Treasury Operation

Responsible for the short end of the market with CDs, Euronotes including RUFS, NIFS, ECPs etc, FRNs, FX and the Money Markets sections. Again, new systems will have to be introduced to handle growing volumes and complexities.

### Head of Swap Administration

This is the newest and most complex area that the Bank has entered. They have recruited some of the brightest and most innovative business managers and intend to become the market leaders in this field. They therefore require someone with the intellect to match the front office and bring their administration to the same level.

In all these positions the successful applicants will need to be able to build and motivate teams as well as communicate directly with the business managers. Reporting to the Executive Director responsible for the whole administration, the remuneration package will not be a problem.

If you feel you can match up to any of these positions, write enclosing a full curriculum vitae to Tom Kerrigan at Tom Kerrigan Associates, 20 Wormwood Street, Bishopsgate, London EC2M 1RQ, or telephone 01-588 4303.



# INSTITUTIONAL FUND SALES EXECUTIVE-

Fidelity International, one of the fastest-growing investment management groups in the UK, is seeking an experienced sales executive to expand its institutional fund operations in

the UK and on the Continent. Fidelity's existing range of unit trusts and funds are already being used by an increasing number of investment institutions and we are now developing an innovative new range of products and services that will have wide appeal to pension funds, insurance companies, banks and other institutions. The position entails, therefore, selling both our existing product range and our new products throughout the UK and on the Continent.

A thorough knowledge of the investment industry is essential, together with wide experience of the institutional market place, proven selling ability and a dedicated commitment to a high level of client service and professionalism.

This is a senior position within Fidelity's expanding sales and market operations and the financial rewards, which will include a competitive salary, bonus, health insurance, car and non-contributory pension scheme, will fully reflect the seniority of the position.

if you have the right career background, are between 30 and 45 and have the ability to make a major contribution to Fidelity's next phase of growth within the institutional market, send a full c.v. to Gerry Baxter, Personnel Manager, Fidelity International Management Limited, 25 Lovat Lane, London EC3R 8LL.



# ASST. OPERATIONS MANAGER

# MARKETING OFFICER

ORIGINATION - CAP. MIKTS

CREDIT ANALYST

Accounts - Bonds ..... Business Dav. Officer ..... to £20,000 Credit Analyst ..... to £14,000 Custodian Supv. ..... to £20,000 ECU Trader ..... £ Neg. Eurobond Settlements .... £8-25,000 FX Dealer ...... c£15,000 FX Settlemants Supv ....., c£14,000 Marketing Assistant ......£ Neg Operations Asst. ..... c£16,000 Swaps Dealar ...... £ Neg. UK Mkt Officer ...... c£20,000

# Skeels Associates

**Bank Recruitment Consultants** 

2 London Wall Buildings London Wall London EC2M 5PP

Tel: 01-588 2081

# Project Finance

Samuel Montagu - a member of the Midland Bank Group - is the focal point for many of export transactions.

We have three Project Finance vacancies, each of which calls for experience in at least one of the following activities: -

- \* European Export Credits
- \* Capital Markets
- \* ECGD

As well as the provision of financial advisory services, responsibilities will embrace marketing, project analysis, and the preparation of finance packages. Our clients are major British and International corporates and foreign governments who are involved in overseas projects and major export programmes.

We would be interested to hear from high calibre applicants capable of working at Assistant Manager or Manager level in one of the above areas. Numeracy and excellent interpersonal and analytical skills are essential and fluency in either French, Italian, or Spanish is highly desirable. As capital markets instruments feature prominently in finance offers, previous capital markets involvement would also be a distinct advantage. Applicants must be prepared to travel overseas.

We offer a highly competitive remuneration package which will reflect experience and the level of appointment. Excellent benefits include mortgage subsidy, non-contributory pension scheme and family medical care.

Tel: 01-588 6464.



Please write with full personal and career details to: Mrs. Carolyn J. Bland. Manager, Personnel, Samuel Montagu & Co Limited, 114 Old Broad Street, London EC2P 2HY

JAMES CAPEL & CO.

# **EUROPEAN ANALYSTS**

We require two European Analysts to augment the team in this young, expanding Department of our International Division.

The successful candidates will have had some Analytical experience in the financial sector, though not necessarily in the European markets. A knowledge of one or more relevant languages would be an advantage. Preferred age range 25-35. These positions offer an attractive remuneration package and excellent future prospects.

If you think you may be interested please write in confidence, with details of career to date, to Roger C. Hornett, European Department, James Capel & Co., at-

> James Capel House, P.O. Box 551, 6 Bevis Marks, London, EC3A 7JQ.

### Senior Portfolio Manager Gilts/Fixed Income

£30,000 to £50,000

Our client is one of the major US investment banks with a substantial and expanding base of international clients. It is seeking a senior portfolio manager to join its multicurrency fixed income team in

Aged 30-40 candidates should be well qualified with a sound track record in portfolio management, a thorough understanding of sterling fixed income and a knowledge of the dollar and other foreign currency bond

As a member of this well-established team the successful candidate will:-become the portfolio manager for a group of multicurrency accounts
 determine and implement strategy on the sterling component of all

· participate in new business presentations and in enhancing client

Please contact Fiona Stephens or Emma Weir who will treat all enquiries

### Stephens Associates

44 Carter Lane, London ECAV 5BX. Tel:01-236 7307 Representative Associates New York & Tokyo

# **Divisional Manager**

PERSONNEL&RECRUITMENT

£20,000 Basic salary • £10,000 Performance Bonus • Executive Car Normal large company benefits

A fast climb towards top management

Our client, based in Central London, is one of the most diversified and successful companies in the human resourcing and business services industry. Their interests are as wide-ranging as their multi-national, Amulti-million organization. With over 30 outlets and a turnover in excess of £15 million in the UK, there is a clear and growing need for the highest calibre

The position on other presents a fascinating opportunity to climb — very rapidly — from divisional management into the highest levels of corporate control. You will start by assuming total responsibility for one of our client's key profit centres. In this role, you will have the opportunity to demonstrate your proven skills whilst gaining a practical understanding of the company, its operations and its business objectives. Essentially, our client will be looking for three vital qualities; shrewd business acumen; an intuitive marketing flair and

highly developed powers of leadership. An intimate knowledge of the personnel and recruitment market would be an obvious but not essential advantage. In the final analysis, the most important qualities are a proven track record in developing a serviceorientated business: an entrepreneurial self-motivation; an extrovert, infectiously energetic style of management; a talent for setting and surpassing targets; plus a profound grasp of marketing principles. Understandably our client will be highly selective. You must have an established foundation of success on which to build. If you are convinced you possess these rare qualities please write - enclosing a full cv, giving your contact telephone number and stating any company that you do not wish to consider - to:

PROTOCOL, Chesham House 136 Regent Street, London WIR 5FA or phone Ian Purcell during office hours on 01-437 6900. (Quote ref. FT/1).

### MSA Mark Stevens Associates

EXECUTIVE SELECTION/SEARCH =

CAPITAL MARKETS

Our client, a new London securities trading subsidiary of a leading Japanese bank with a well-established London presence, seeks to retrult the following senior staff.

ACCOUNTANT £25 - 30,000 p.a.

This key role calls for the services of a mature highly-motivated individual with proven managerial skills whose extensive accounting experience should ideally include several years within either a securities trading or merchant banking environment. Outies will range from standard branch bookkeeping procedures (including P&L and V.A.T. returns) to budgetary projections and statutory returns. A knowledge of computerised accounting systems (preferably Wang MIS) is extended.

HEAD OF SETTLEMENTS

- £17 - 20,000 p.a.

The ideal candidate will be an industrious individual with a comprehensive knowledge of current clearing procedures, and at least three years' experience of running a settlements team in a busy securities trading environment. Possession of the A.I.B.O. diploma is desirable, though not mandatory. These positions offer excellent career prospects to ambitious capable individuals and will be particularly attractive to those wishing to take greater responsibility than their prasent positions afford.

In addition to competitive commencing salaries, our client offers an excellent range of benefits which will include free medical insurance, an annual bonus scheme, and mortgage

For further details in complete confidence, please ring Mark Stevens on 01-236 3484, or send a copy of your C.V. marked for his attention.

32-36 Fleet Lane, London EC4M 4YA Telephone 01-236 3484

Financial Administration Manager

West Midlands

is required by a leading industrial catering organisation with a turnover exceeding £150 million. Reporting to the Finance Director, this is a newly created position embracing the responsibilities of a number of key departments including Legal, Property, Insurance, Pensions, Payroll and Head Office Administration.

Candidates should ideally be Chartered Secretaries, although qualified accountants with considerable exposure to Company Secretarial duties will be considered. In either case, preference will be given to applicants aged 28 · 40 with experience gained in a multi-unit large company environment.

The varied nature of this position requires a professional manager with a high level of influencing and problem-solving skills, and the ability to adapt to the ever changing needs of this expanding

The remuneration and terms and conditions for this position will be those expected of a large company. Relocation expenses will be paid where appropriate.

If you wish to apply for this position please send your CV to E. P. Larder or telephone for an application form, quoting reference: 87/56.

Simpson Crowden **CONSULTANTS** 

b 20 1986

On

of the is to head

Of the

ot berri

i some of

rs in this

teams as

tae to ₹Q. or

.. £ Neg. 5 £20,000 5 £14,000 5 £20,000 ... £ Neg. 13 £25,000 £15,000 £14,000

CE15,000

2Ni 5PP

081

11es

ARCH-

and the file

∿ಿ ಮ್

00 p,a.

117.12 0774

to the manufacture of the control of

;.a.

and and with

territores territores territores territores territores territores

er virgist

F122 [V.

į 4YA

on

3+car

- 1.27°

الدين المراجعة المراجعة المراجعة المراجعة المراجعة المراجعة المراجعة

اقواد باز میرستان میرستان میرمانستان

9

Apply your systems expertise in information technology consultancy

**UK-wide** opportunities package to £40,000

PA Computers and Telecommunications PA Computers and Telecommunications is a highly successful specialist consultancy within the international PA consulting group. Our banking and finance specialists assist many of the world's major financial institutions to achieve a positive advantage in the marketplace through the application of advanced information technology related to their overall business and organisational

The rapid expansion of our business in this sector has increased opportunities for highly motivated professionals who have acquired in-depth experience in the use of information technology in banking, dealing or foreign exchange.

Those with a broad knowledge of both the finance sector and the

To desire with a broad knowledge of both the finance sector and the TT industry would be ideally suited to a particular opening in our London-based Business Development Unit.

Probably aged 28-40, with a good degree and or a professional or banking qualification, you must have the ability to establish your credibility quickly, and influence, all levels of a client's general and technical management.

credibility quickly, and influence, all levels of a client's general and technical management.

We can offer a stimulating and rewarding challenge in London, the Midlands/North, and in Edinburgh, working with information technology specialists and a variety of clients; some overseas travel could be involved. Salary is geared to experience and progressive career development depends on personal performance. Please send your cv, in confidence, quoting ref: 3/104, to Dick White. PA Computers and Telecommunications, Rochester House, 33 Greycoat Street, London SWIP 2QF.

# **Assistant** Director

**Merchant Banking** 

Make your mark on our future

Combining the flexibility and service of a smaller company with the depth and resources of one of the largest US International Banks, First National Boston Limited (FNBL) provides merchant banking services for the First National Bank of Boston and its customers.

As one of FNBL's Assistant Directors, you will assume responsibility for a number of specialised areas including primary officer accounts, new business development, evaluation of proposed business, loan or investment documentation, syndication and staff development.

This is a highly visible role in a small effective unit which is poised for expansion. As a result, your solid experience as an Assistant Director in a merchant bank or AVP in a commercial bank must be backed by a flexible, forward thinking, highly professional approach.

If you are keen to enjoy a competitive salary and benefits package together with the opportunity to make your mark on our development and growth, please write with full cv to: John Watkinson, Assistant Vice President - Personnel, Bank of Boston, 5 Cheapside, London EC2P 2DE.

Market Leaders in

Various UK locations, £17,000 plus, car, good benefits

restructuring its U.K. management organisation by creating five fully integrated regions. Each region will control sales, distribution, transport and cylinder filling operations.

Supportion each Regional Chief Executive will be a Controller, responsible for the financial and administrative management of the financial and administrative management organisation.

the financial and administrative management of the region, forecasting and budgeting, and the appraisal of results and projects, all within a changing information technology environment. The aim is to gather all administration—

previously split among several departments — under this appointment, so strong analytical skills, and organising and people management abilities, are required. Candidates, late 20's — early 30's, must hold an Accountancy or Business qualification. Experience of computerised administration and management information systems, and a strong desire to apply the new technology are

essential. Benefits are generous and include a non-contributory pension, and relocation

assistance where necessary.

\*The Controllers will be based at the regional centres in Hampshire, Wiltshire, East Londoo, West Yorkshire and Central Scotland.

Male or female candidates should submit a comprehensive C.V., or telephone for a personal history form to S.P. Spindler, Hoggett Bowers plc, 36 High Street, Eton, WINDSOR SL4 6BD, 0753-850851, quoting reference 24032.FT indicating the preferred location(s). Local interviews will be arranged:

Calor is a £300m company showing strong profit growth, and currently

Liquefied Petroleum Gas



CALOR Gas

Regional Controllers

FIRST NATIONAL BOSTON LIMITED

### **CAREER BANKING OPPORTUNITY**

Standard Chartered Merchant Bank wishes to appoint two first class executives with marketing experience to assist with the promotion and control of its growing business. Candidates should be qualified bankers with considerable experience of lending and complex financing transactions consummated at senior management and/or Board levels involving the credit assessment of a wide range of substantial commercial and industrial borrowers.

These are attractive opportunities with excellent prospects for individuals of ability having potential for further advancement. Applicants, who are likely to be under forty, should be people who are outgoing and professional in approach, with a sound technical background.

Remuneration structures, together with other benefits, are those normally associated with a first class bank and, against that background, are negotiable. commensurate with the qualities and experience of the successful candidates.
Written applications, with a full c.v., should be sent

in confidence to:The Personnel Manager,
Standard Chartered Merchant Bank Limited,
33-36 Gracechurch Street, London EC3V OAX.

Standard & Chartered Standard Chartered Merchant Bank Limited

THIS IS A UNIQUE CHALLENGE TO A UNIQUE RETAILER / MANAGER

Our business is well established, profitable and expanding fast.

We have 17 branches in prime Central London locations, a turnover of £140m and 120 employees. We expect to double our business within three years.

We seek a unique personality who has a proven ability to succeed in the retail business. He or she will take charge of the Company and ensure its development, recruit and motivate staff, be a sound and numerate Manager and have the acumen to create and exploit new opportunities.

A financial package will be tailored to reflect the unique attributes of the successful candidate.

> Write Box A0087, Financial Times 10 Cannon Street, London EC4P 4BY

# **EXECUTIVE** JOB SEARCH

Are you earning over £20K and seeking a new job?

The Connaught Services have helped more executives to find new appointments than any other organisation - mainly in the unadvertised vacancy area.

Contact us for a free confidential meeting. If you are currently abroad, enquire about our EXPAT EXECUTIVE SERVICE. 32 Savile Row

Connaught (24 hours) London, W1

01-7343879

■The Executive Job Search Professionals ■

### **CAPITAL MARKETS EXECUTIVE**

The London arm of a major U.S. Bank has several career opportunities within its rapidly expanding Capital Markets Division.

This area is responsible for using a full range of sophisticated financial techniques, offering the client seeking capital resources direct access to the International financial markets. If you have already shown yourself to be a high achiever in your current professional field but now wish to consider a change to international banking, or if you wish to develop further your exiating banking experience, our client may provide the opportunity and rewards you seek.

Please call or send C.V. to Sara Bonsey All applications will be treated in strict confidence.

18, Eldon Street, Moorgale, London EC2M 7LA. Tel: 01-588 4224

### CAPITAL FUTURES

### LONDON STOCKBROKERS PARTNER'S ASSISTANT

Partner with substantial private rlient business requires an assistant to work with him on a commission-sharing basis. The successful candidate is likely to be a Member or with Membership qualifi-cations in his 30s with several years' experience in advising private clients and will have some existing clients of his own.

Write Box A0086, Financial Times 10 Cannon Street, London EC4P 4BY

### APPOINTMENTS ADVERTISING

Appears every THURSDAY

# Life & Pensions Executive (MD Designate)

City

£25-30,000 + profit share

Our client is a well known and highly regarded Swedish Insurance Broker. As part of their planned expansion they will be opening their first office in the U.K. in the summer of 1986.

As you might expect they have a unique and established client base and will be continuing their activity at the top end of the market in the U.K. They already have clients in the U.K. and will continue their expansion further by specifically targeting at Swedish Expatriates and subsidiaries based here.

The requirement will be to provide financial planning advice to individuals particularly in relation to Capital Transfer Tax, Keyman and Partnership

Assurance and International pension planning.

Ideally you will be aged between 30-45 and will have gained relevant experience in a life office or a broker. Obviously, you must be particularly well versed in all aspects of life and pensions and be able to demonstrate a thorough understanding of the correct application of insurance based investment products available to the individual.

As you might expect, this appointment comes with considerable status and early Directorship prospects.

Julie Parkes quoting reference



International Search and Selection 160 New Bond Street, London W1Y OHR Telephone: 01-408 1670

DEPOSIT DEALER

CITY The London Branch of an Inter-national bank is seeking to recruit an experienced Deposit

Reporting to the Senior Deposit

Dealer, the successful candidate will be in his/her middle 20s with approximately S years' experience in a dealing room, at least 2 of which will have been

spent trading foreign currency

Picase chclose detailed CV showing

present and anticipated remuneration together with your application to:

Box A0082, Financial Times
Cannon St. Landon EC4P 48Y

Wanted

BUSINESS DEVELOPMENT

Canny, inclaive, responsible, systems-orientesed business grad/management accountant with marketing expenses seeks projects instituting chance and institling order in developing firms

Contact Box A0093, Financial Times 10 Cannon St. London EC4P 4BY

### **INSURANCE** BANKER

Irving Trust Company requires an Insurance Officer to join its recently-established Insurance Banking activity. The Officer will market investment and commercial banking services as well as participate in the development and design of new products tailored to the Insurance sector.

The successful candidate will be highly motivated with a record of success in the international insurance, reinsurance or broking industries or in the insurance unit of an international bank. A generous remuneration package is available for the right person.



**Irving Trust** 

Applications please to: Andrea Williams Irving Trust Company 36/38 Cornhill London EC3V 3NT

An opening has arisen within our London office for a person who has a

PROVEN FINANCIAL BACKGROUND and who is able to communicate with people at all levels and who is fluent in

JAPANESE AND ENGLISH. Candidates need only apply

if they are hard working, ambitious, self motivated individuals. Salary is negotiable.

Please reply to Box A0091. Financial Times 10 Cannon Street, London EC4P 4BY

### INTERNATIONAL LAW FIRM

Established New York based international law firm with tax and commercial practice seeks BARRISTER/SOLICITOR

3-S years' experience, for London representative office Salary commensurate with experience

Apply In confidence to Bax A0088 Financial Times, 10 Cannon Street, London EC4P 4BY

To apply please telephone or

write in the strictest confidence to

# **Financial Director**

Neg. c.£18,000 + car

N. West

Telefusion Communications Limited, is a wholly owned subsidiary of Electronic Rentals Group plc. The company designs, installs and maintains specialised electronic communications products and systems for the benefit and security of industry and the community.

The opportunity is for a qualified and experienced Financial Director to join a team of highly motivated, action-centred people, as head of the Financial Department which is based at the Head Office, at Westhoughton, Near Bolton.

Traditional costing and historical accountancy work using a computerised system are important features of the role but emphasis is also placed on the development of management information, forecasting, and analysis to assist the Managing Director in the prolitable operation of the

The position demands a professional Accountant with post qualification experience in a contracting and/or manufacturing environment; the ability to manage and motivate staff and to contribute to the success of this high growth company. The remuneration package includes a negotiable salary circa £18,000, car, BUPA, Pension and Share Schemes. Relocation assistance is available, as appropriate.

Send a full C.V. to C.A. Bathgate, Personnel Manager, Electronic Rentals Group plc, Visionhire House, Station Way, Crawley, Sussex, RH10 1JA, This position is open to both men and women.

Electronic Rentals Group p.l.c.

### **Capital Markets Futures & Options**

£20,000 ... £100,000 Plus

A number of our longstanding clients, major City "names" are actively seeking highly motivated and ambūtious Desk Traders, Dealers, Sales/Marketeers and Managers with sound experience and excellent cootacts.

Proven knowledge of Options (Stock or Stock Indices

FX)... Financial Futures... Stock Indices
... Bonds (Straights and Futures) ...
Foreign Exchange ... Gilts or Swaps is
essential.

Whether you are actively looking or would simply like to be kept informed please coolact Simon Kennedy or Clare Kearns in complete confidence.

### Kennedy Stephens Financial Markets Search and Selection

44 Carter Lane, London EC4V 58X 01-236 7307 Representative Associates New York & Tokyo

### SENIOR CREDIT ANALYST c£15.000

Our cliant, a first rate US Bank, offers an outstanding opportunity, to a well aducated, ambitious bankar with several years analysis expariance, aged 25-35, who has the potential for further advancement. Progression to a marketing role is envisaged within 18 months.

### **CREDIT ANALYST**

A well respected European Bank, seeks an additional person, probably mid 20's, with a minimum of one year's exparience, to join its professional team within the Credit Department.

In addition to the above, we are currently retained regarding a number of positions in credit marketing and invite interasted parties to telephone for an informal discussion or send a C/V to the address



Telephone: 01-628 4501

# Accountancy Appointments

# Financial Director

### Middlesex

qualified accountants and with Our client's provide a comprehensive service of design and electronics packaging to customers in the data and telecommunications industry

developing market, they expect a rapid expansion in business over the next two years. With responsibility to the Managing Director, the prime tasks will include developing the production of stricter and more relevant accounting information based on enhanced use of computerised systems, tight stock

management, staff control, and good general administration. Candidates, preferably aged 28-38,

control, the provision of positive

financial guidance to senior

Committed to further growth in a

experience of manufacturing industry, must be ambitious, enthusiastic selfstarters, able to motivate staff and ready to make a big personal contribution to the expansion of the company.

package c.£25,000 + car

Please write in confidence, enclosing career details and quoting reference
3115/L, to Anne Rotuledge, Executive
Selection Division, Peat, Marvick, Se Muchell & Co., 165 Queen Victoria St., Blackfriars, London EC4V 3PD.

PEAT MARWICK

ACCOUNTANCY APPOINTMENTS

Rate £41 per single column centimetre plus VAT

# Financial Executives

### currently seeking

£20,000-£45,000

Cartwright Hopkins has been established to provide an executive recruitment service in a professional, personal and confidential manner. We are currently seeking to extend our contacts with qualified accountants and would therefore like to hear from qualified executives who have achieved a successful career to date and who wish to develop their careers further.

Please write enclosing a full curriculum vitae to: Philip Cartwright F.C.M.A or Nigel Hopkins F.C.A,

97 Jermyn Street, London SW1Y 6JE. Tel: 01-839 4572

Cartwright

FINANCIAL SELECTION AND SEARCH

# Senior **Taxation** Assistant

c.£15.000+car Burton-on-Trent

Bass Public Limited Company, Britain's largest and most successful brewer, is strengthening its taxation team at its headquarters by making this new appointment.

Candidates should be either qualified accountants or fully trained Inspectors of Taxes and have hed at least five years: relevant experience.

The successful applicant will report to the Deputy Taxation Manager and provide a taxation advisory service to senior executives throughout the Group. He/she will also be

responsible for processing UK corporation tax computations An attractive remuneration package is offered, including company car, BUPA, excellent Pension and Life Assurance Schemes, Share Ownership and Share Option Schemes. Please apply in writing with full cy to:-

HQ Personnel Manager, Bass Public Limited Comp 137 High Street, Burton-on-Trent, Staffordshire DE14 1JZ,



# **Group Taxation Manager**

### **Nottingham**

The Boots Company PLC is one of the top 30 UK companies. Our retailing activities are well known but a third of Group profits come from the manufacture and marketing of ethical pharmaceuticals and consumer products. There are operating subsidiaries in some 20 countries. The Group Taxation Manager will be responsible for all aspects of taxation throughout the Group, mainly in the UK but with some overseas involvement.

A high level of competence and innovative action will be necessary to develop the full potential of this post. Suitably qualified candidates will be

Up to £25,000 accountants or ex-Inland Revenue Inspectors with at least 5 years' experience of tax manage-

ment, including overseas matters, in large

companies or in professional practice.

The terms of appointment will be attractive and will include profit sharing, company car, contributory pension and help with relocation to the Nottingham area if necessary.

Please send full CV to J. L. Muncey, Personnel Manager, The Boots Company PLC, Head Office, Nottingham, NG2 3AA.



The Boots Company PLC

### **Chief Financial Accountant** c.£20,000 p.a. + Car W. London

Lyons Tetley is a successful major manufacturing company in the Food Division of the Allied Lyons Group. A comerstone of this success is our commitment to the best marketing, financial, production and administration

Our finance team is based at our 45 acre Head Office and manufacturing site at Greenford, Middlesex. As part of this team and reporting to the Financial Controller you will be responsible for all aspects of financial accounting, with particular amphasis on cash flow management.

Ideally you will possess strong interpersonal skills and be capable of exercising control within a large company environment. You should have at least seven years' post qualification experience, preferably gained in fast moving consumer goods. International experience would be an advantage.

Major company benefits include 5 weeks' holiday and relocation assistance if appropriate.

Please write with full details including salary, or telephone me for an application form. Mr D Lewis, Personnel Director, Lyons Tettey Ltd, 327-347 Oldfield Lane North, Greenford, Middlesex UB6 DAY. Tel: 01-578 2345

### Finance Manager Distribution **Middlesex**

c.£24,000 + car

Retail distribution company (T/O £40m) serving a wellknown UK group, seeks a new Head of Finance (Director Designate). He or she will have a brief to review, improve and develop the accounting and inventory control systems with EDP support. There is potential to have a considerable impact on the asset management and efficiency of the UK locations.

Candidates must be qualified accountants aged 28-35 with board potential. They must have retail or distribution experience OR something similar which they can convince us is relevant. Computer user experience is also vital. Fringe benefits and prospects are both above average. Relocation assistance too.

For full job description write in confidence to John Courtis at JC&P, Selection Consultants, 104 Marylebone Lane, London W1M 5FU, showing clearly how you meet our client's requirements, quoting 7188/FT. Both men

● John Courtis and Partners ● ●

### A member of the HAFNIA Group

# Financial Controller

c.£27,000 plus benefits

The Economic Insurance Co Ltd is developing its business and seeks an experienced executive to join its enthusiastic and dedicated team at Sittingbourne,

The Financial Controller will report to the chief executive, and will have full responsibility for all aspects of the financial and management accounting functions. The preparation of timely and accurate management information is a key requirement but, in addition, the Financial Controller as a member of the management team will be expected to contribute significantly to the development of the business. Applicants must possess insurance company experience and should be qualified accountants aged under 40. Knowledge of data processing systems is required.

Benefits include a car, subsidised mortgage and private bealth care. Please write in confidence to M J B Ping enclosing a detailed curriculum vitae and quoting reference F926P at Ernst & Whinney Management Consultants, Becket House, 1 Lambeth Palace Road, London SE1 7EU.

Ernst & Whinney

# Young Financial Controller

Aged 25-33

To £20.000 + car

Our client, a highly successful and profitable subsidiary of a major plc, has embarked upon a period of sustained

it therefore wishes to eppoint a Financial Controller who, reporting to the M.D., will create a dynamic and highly commercial financial function to enhance the business opportunity for profitable growth with an emphasis on

Candidates aged 25 to 33 must be graduates end qualified accountants with at least three years post-qualifying experience including a major professional firm end/or large scale manufacturing, and an affinity for the initiation of change.

They should be ambitious, goal orientated high flyers who would see this as an opportunity for outstanding career growth. Tha rewards will include a salary to about £20,000, plus 2-litre ear, and pension scheme, in addition to relocation expenses in appropriate to a rural West Midlands location.

Please write in confidence, initially with relevant details, and quoting reference 1606 to John Anderson, as Advisor to the

### John Anderson & Associates Executive Search & Selection Norfolk House, Smallbrook Queensway, Birmingham B5 4LJ.

### **SENIOR AUDITOR** up to £20k Europe

CBS Inc. a multinational US Corporation, has an immediate opening for an experienced Senior Internal Auditor for its London based European Audit Operations. You will conduct in-depth audits of CBS's European

record, publishing, and other worldwide businesses to determine the adequacy of internal control and accounting systems. You should, therefore, be a Chartered Accountant, have either "Big a" or extensive private industry audit experience, be willing to spend up to 50% of your time at our offices in Europe and the UK, and speak one or more European languages (preferably German and French).

Salary will be £15k minimum, up to £0k depending on age and experience and benefits will include private medical and life assurance schemes, first-class accommodation while travelling and the opportunity to return home most weekends.

As you would expect from an industry leader, future career prospects are exceptional.

Please write giving full career details to: Phyllis Morgan. Personnel Manager, CBS Records, 17/19 Soho Square, London WIV 6HE.

### Financial Director General Management Emphasis North West, C \$30,000, Car, Benefits

Managing a team of 70 people covering purchasing, production scheduling, quality, data processing and security functions in addition to all financial aspects, this new position carries truly general management responsibility. The company is an American-owned FMCG manufacturer supplying all the major multiples. With £50m turnover, their present success and determined plans for expansion through acquisition illustrate their strength. A qualified accountant aged 38–50, preferably with a business degree, you must be an ambitious leader with an enviable track record of business development in a similar environment. Rewards will match achievement. Salary will not be a limiting factor for a particularly suitable candidate.

D.A. Teale, Ref: 30040/FT. Male or female candidates should telephone in confidence for a Personal History Form, 061-832 3500. Hoggett Bowers pic, St. John's Court, 78 Gartside Street, MANCHESTER,

### **BANKING**

Manager, Financial Controls

c£25,000+Benefits EX graduate ACA (aged 28-32) with bank experience to assist with the development of new systems in anticipation of deregulation. A prestigious opportunity offering career progression.

Ref: PSW 0015

Corporate Finance to \$20,000+Bank Benefits An ideal commencing point for a graduate ACA to start a career in Merchant Banking, working in a high profile, internationally prominent organisation in Eurobond

Ref: RS 0018

Treasury

Demanding role within US investment bank. Primarily responsibility will be the protection and strengthening of its capital base. Applications invited from young accountants offering minimum two years funding averages. funding experience. Ref: SM 0016

accounting function. Ref: SW 0017

Cost & Management Accountant to £18,000 An expanding design company seeks an experienced ACMA to enhance the current job costing methods, develop computerised systems and run the management

MANCI



# Accountancy Appointments

### Finance director

Nottingham, c£20,000 + car



March 20 lb

cantest and most acabon learn at a timent.

Countaints or hay at least live year.

ant

ndon

ns Group A

UCCUSTS: LIGHT

entities a

watang, kala

qe company

fast moving

Personne

· car

2. 20

urco

agray

ness

s 37

JiF od

وإوري

أداوي

أأكوي

; the

es

Westmani Will be the Gold its seed on two years

ccountry

As a result of the Transport Act 1985 Nottingham City Council is creating an Independent company to provide extensive passonger transport and related services in the Nottingham area. It will be one of the largest such companies in the UK with a turnover of around £17 million.

This important, newly created position cames total responsibility for the financial and administrative management of the company. Early priorities will be the development of effective accounting and management information systems. A qualified accountant, probably aged in your early 30's, you will need drive. commitment and determination to succeed in this highly demanding appointment. Experience in the transport sector or a similar service industry could be useful. Relocation assistance is available.

Résumes please, including a daytime talephone number, to David Owens Executive Selection Division, Rel. D180.

Coopers &Lybrand lassociates Coopers & Lybrand Associates Limited. management consultants

22a The Ropewalk

# **Financial Director** (Designate)

Property Development

£30.000 PACKAGE

3.3. In stead candidate must be ACA/ACCA, whereably with retail experience, and liting to work under pressure, assurement process to the Manusury Director, cospects are excellent as the company is persencing rayed growth. The Manusury Director is persencing rayed growth. The Manusury Director Str. Porsiche 344, 80PA and profit share. Vir. in Manusury Director Str. Post Manusury Director Str. Post Manusury Director.

East Midlands c.£25,000 + car & benefits The company is fast growing and highly profitable, specialising in property and development, but with a construction subsidiary. It prides itself on its aggressive and forward thinking management style. and is embarking on the next phase of its own development.

A determined and pragmatic Accountant is sought to make a major contribution to Board strategy and innovative commercial management. Key tasks will include "City" negoriations and further systems development, in addition to the normal functional

Candidates, aged about 28-35, should be qualified Accountants, (preferably Chartered), with the ability to operate effectively at the strategic and the departmental level. Personal attributes will include

a strong intellect, positive personality and polished communication skills.

A fully expensed quality car and other benefits will

Please reply to Nick Hall, with details of age, career and salary progression, education and qualifications, quoting reference 1580/FT on both envelope and letter. Candidate details will be discussed in strict confidence with our client.

### Deloitte Haskins+Sells

Management Consultancy Division
P.O. Box 198, Hillgate House, 26 Old Bailey, London EC4M 7PL

### **Investment Accounting**

EDATASTREAME

In the competitive world of investment and finance we are an internetional market leader in the provision of on-line information end computation services. Over the past five years we have doubled our turnover end grown in staff terms by 60 per cent. We ere now able to offer e chellenging career opportunity in Investment Accounting Menagement.

Probably eged 30 plus you should heve e proven track record in tA/Fund Management with the ebility to communicate succinctly end effectively with e wide variety of clients end staff. Equelly Important is e highly motivated approach end the energy to achieve in a high pressure environment. Salary £14,500-£16,500 plus an ettrective benefits peckage including car, bonus, non-contributory pension end free private medical care.

> Please send your full CV immediately to: Karen Speerman, Recruitment Officer

DATASTREAM INTERNATIONAL LTD Monmouth House, 54-64 City Road London ECIY 2AL

Where possible please include a day telephone лиmber

### **Financial Manager** (Office Products) Aylesbury c.£18,000 + car

REXEL LTD., part of the international Ofrex Group, is in an exciting stage of development and requires a senior manager to head a financial section of 20 staff. It is constantly looking to increase growth and profitability, and key tasks will be to

increase growth and profitability, and key tasks will be to strengthen controls, enhance the management information system and to work closely with the financial director in development of future strategies and plans.

Success in this position will relate preferably to a graduate Chartered Accountant (age 26 to 35) with experience at senior level in a fast moving successful business.

The Company climate is buoyant with Group opportunities being continually developed for further career growth.

The highly competitive benefit package will include relocation costs if required.

ocation costs if required. Please apply in confidence to:

R.W. Daniel,
Ofrex Group Holdings Plc.,
The Lodge, Harmondsworth Lane,
Harmondsworth, West Drayton,
Middlesex UBT OLQ.

c£18,000+Car

COMPANY ACCOUNTANT

Our client - The U.K. Marketing Subsidiary of a U.S. company - requires a qualified accountant or finalist.

The successful candidate, who will report to

the Local Managing Director, will be respon-sible for the fully computerized accounting function. Duties will include the preparation

CHARTERED ACCOUNTANTS c£17,500-25,000+Car

With a wide variety of excellent positions available in small to medium sized contrants, and a chorsity of other blue chip companies we are ideally placed to fill your job requirements.

Our service is personal, professional and completely conflicential. We may have use what you've been fooling for so why not ring us loday for an appointment or simply send us your C.V.

**ACCOUNTANCY ASSOCIATES LIMITED** S VIGO STREET LONGON WIX 1AH TELEPHONE 01- 439 3387 TELEX 27789

### **ACA's in Europe**

We are recruiting for the London office of a prestigious US multinational. Our consultants will be visiting tha locations opposite in April to meet with interested applicants. Please telephone or write for further details.

Brussels The Hague Milan

Paris

Turin

**Robert Walters Associates Recruitment Consultants** 66-68 Haymarket, London SWIY 4RF. Talephone: 01-930 7850

### FINANCIAL CONTROLLER Lloyd's Underwriting Agency

circa £25,000 + Car An expanding Lloyds registered Managing Agency is looking for an FCA with Panel Audit and/or previous Agency experience,
Good Board prospects.
For furthar information please contact: D. R. Whately whose private telephone No. is 01-623 9227. The reference to quote is

WHATELY PETRE LIMITED,

Executive Selection, 6, Martin Lane, London, ECIR ODL.



### FINANCIAL CONTROLLER

CROYDON

with General Manager Potential c. £18,000 + Car

The Croydon division of the Dove Group has franchises for Jaguar, Austin Rover and Bedford Trucks, plus a Leasing and Contract Hire Company. Turonver £24m.

This important position is for a Qualified Accountant to take responsibility for the figancial and management accounts, to participate in the second phase of computerisation and take an advisory role in management leading to Geograf Management within two years.

The successful caodidate should be 27-40, enjoy responsibility be a good communicator and have practical experience of accounts cooling in a medium size business, preferably in the retailing and service industry.

Apply in writing to John Lindhlom FCA,



**DOVE GROUP** 

98-164 Lower Addiscombe Road, Croydon, Surrey, CR9 6AE.

# Financial Controller

30-40 International Construction

f.20k+car

Founded in 1918, FJC Lilley plc has steadily grown to become one of the most successful international construction companies in the UK with 6000 staff and (300m turnover. This success has been achieved by internal growth — turnover has increased by 300% in the last five years — and selective acquisition throughout the

world.

With a strong future order book the company is possed for further growth and, to provide strong financial management in the International Division which contributes £50m to the Group, my client now wishes to recruit a senior financial manager.

Reporting to the Financial and Managing Directors of the Division you will be responsible for:

- divisional financial and management accounts overseas location accounting

 international treasury, taxation and cash flow
 risk evaluation at tender and negotiation stages negotiations with UK and foreign government agencies, banks and project partners involved in multi-

agencies, sants and project partners involved in multi-million pound contracts.

A qualified accountant, your primary role will be to ensure that sophisticated reporting techniques provide accurate, timely and relevant information for the board.

Obviously international construction, engineering or project finance experience would be particularly relevant to this senior management role.

Relocation costs to the Glasgow area will be available if:

To apply, please send a detailed cv, including current salary, to Douglas Kinnaird C.A. quoting sef: AA96/9765/FT or telephone his secretary

PA Personnel Services

Executive Search · Selection · Psychometrics · Remuneration & Personnel Consultancy

Fitzpatrick House, 14/18 Cadogan Street, Glasgow G2 6QP Telephone: 041-221 3954 Telex: 779148

# **Corporate Tax** Management

Top Career - Growth Opportunity

Midlands: £16,000 - £27,000 + Car Our client is the Birmingham practice of a major international accountancy firm fast becoming the UK's leading provider of business services. The practice operates the largest tax department in the provinces and this key appointment will play a major part in managing/developing its corporate tax business. Candidates must either be young fast-track professionals with real potential or aged around 30 to 35 Candidates must either be young rest-track professionals with the potential or age around 50 to 55 with first class technical expertise in corporate tax and VAT and proven management ability; ACA/ATII researched background is that of another leading firm, although applications from those with relevant bland Revenue experience will be welcomed. Leadership ability, together with a determined approach to business growth and development, is essential.

Starting salary will be in the range quoted according to qualifications and experience; attractive benefits will include quality car and relocation help to the Midlands. Initial success will provide genuine opportunities for personal skill development and the prospect of promotion to Partner.

Please write - In confidence - with full career details, stating clearly how the specification is met

Andrew Russell ref. B.76462.

12th Floor, Centre City Tower, 7 Hill Street, Birmingham B5 4UA. Offices in Europe, the Americas, Australiasia, and Asia Pacific

HAY-MSL Selection and Advertising Limited,

HAY-MEL

FINANCIAL SERVICES

# Senior Tax Adviser International Group

c£25,000 + car

London

Recent re-organisation at the central London headquarters of this leading British group, has led to the requirement for a person of considerable experience who will join a small team concerned with

Reporting to the Group Tax Manager, the Senior Adviser will be primarily responsible for preparation, explanation and agreement of the group's tax liability with the inland Revenue. In addition, he or she will actively assist the Group Tax Manager with advice to management on the tax implications of the group's international business operations.

The person appointed will be a qualified accountant, who has a detailed knowledge of UK corporate tax, together with a working knowledge of overseas tax, including international double taxation agreements. Whilst age is not critical, it is likely that the successful candidate will be aged 35-40. Salary will be for discussion around \$25,000, plus car and a range of large-company benefits. Please write with full details. These will be forwarded direct to our client. List separately any companies to whom your application should not be sent. Ian White ref. B2369.

> HAY-MSL Selection and Advertising Limited, 52 Grosvenor Gardens, London SW1W 0AW.



CONFIDENTIAL ADVERTISING

ACCOUNTANCY APPOINTMENTS appear every THURSDAY Rate £41 per single column centimetre plus VAT

TRAIN IN RECRUITMENT CONSULTANCY PEMBROKE & PEMBROKE Newly/recently quellfied Chartered Accountant with business eeumen, to join Internetional consultancy to specialise in accountancy or taxatlon posts ni the United Kingdom and overseas. Early autonomy offered at a salery of £20,000 pa.

76 Cheapside, London ECZV 6EE 01-236 0011

# **Young Qualified Graduate Accountants**

### Develop your career in a successful worldwide business

Are you looking for your first move out of the prafession or far a new opportunity in industry that will give your coreer an international

BP Oil International Limited (BPOI) is the international ail supply, refining and marketing company of the BP Group. We ore looking for high calibre, ombitious young accountants for whom success will lead to a rewarding career in one of the world's leading businesses. We are a highly profitable company that is always laaking to the future. Based initially in Landan or Harlaw, the posts will allow you to develop

your analytical, financial and management reporting skills in a challenging and campetitive environment. Following your initial appointment, there are good appartunities for career progressian either in the UK ar possibly averseas.

Yau must have a good degree and professional examination record. Fluency in a fareign language would be an advantage, but is not essential.

We are offering an excellent package that includes an attractive salary, Landan allowance, non-contributary pension scheme and relocation assistance, where appropriate. Please telephone for further information. Alternatively, please write ar

lelephane for an application farm, quoting ref. B.314, to: Susan Scalar, Recruitment Branch. The British Petroleum Company p.l.c., Britannic House, Moor Lane, London EC2Y 9BU. Tel: 01-920 3484.

BP is an equal apportunity employer.

# **BP Oil International Limited**

### **Group Accountant** — **PLC-Leisure Industry**

C. London

£21.000 + Car

Managed by a young and dynamic team, this publicly quoted group has an enviable record of successful growth.

With a turnover around £100m, tha group is involved in a ranga of leisure and allied activities although it is best known as a recording company having under contract a number of artists who have achieved

Due to Internal promotion, they now seek a Group Accountant who will be based in their London Headquarters as a senior member of the finance

Working in a friendly, informal but totally professional environment, the appointee will report to the Finance Director. Supervising 9 staff, he/she will be responsible for the parent company accounts and the central

Applications are invited from qualified accountants aged 25-35, having a proven record of success in their careers to date, who are technically sound and who ideally, have some commercial experience.

Please write enclosing a career/salary history and daytime telephone number to Richard Norman FCA quoting reference no. 1/2336.

EMA Management Personnel Ltd. Kingsway Chambers, 44-46 Kingsway, London WC2B 6EN 01-242 7773 (24 hour).



# Accountancy Appointments

### South Hampshire

This is a £50 million precision engineering and electronics company with products and a development team which are successful in the international aviation business. Major developments lead to the strengthening of the finance function by the following appointments.

### Management Accountant c £20,000 + Car

To lake responsibility for the preparation of management accounts and production information. Major issues include managing and developing standard casting and variance reparting systems; all facets of stock control and management including projects to aplimise the investment. There is a staff of 10. Applicants should be ACMA's with relevant engineering industry experience, sound management skills and a positive attitude to financial cantral. Age guideline - late 20's/early 30's.

### Financial Analyst c £18,000 + Car

To manage a small team responsible for 5 year planning; budgeting; capital investment appraisal; tender evaluation and ad hoc business studies. Applicants should be qualified accountants with investment appraisal knawledge and several years experience of financial analysis or management accounting. Age guideline—late 20's/early 30's.

### Systems Accountant c £14,000 p.a.

With responsibility for two areas: the implementation of new integrated financial ledgers and the report generators, and the implementation of financial modelling packages, particularly for 5 year plans and budgeting. An accounting qualification is required, same computer experience, and experience of either budgeting or management accounting or financial analysis. Age guideline—mid 20's.

All 3 positions should lead to promotions either internally or within the parent group.

Please reply in confidence quoting ref. L.224 to: Brian H Mason Mason & Nurse Associates Lancaster Place, Strand London WC2E 7EB Tel: 01-240 7805

Mason

Selection & Search

### **Assistant Chief Accountant**

### London Up to £20,000 + banking benefits

Our client - the expanding and profitable UK arm of a major International banking group - wishes to appoint an Assistant Chief

Reporting to the Chief Accountant you will play a key role in the finance function and be responsible with a small team for the production of management and statutory accounts to rigorous deadlines, as well as improving information systems.

To meet this challenge you will be a qualified accountant aged c.28-35 with relevant supervisory experience in banking or a related field. A knowledge of taxation and computerised systems is desirable.

Please write in confidence to Edward Ross-McNairn, Clark Whitehill Consultants Limited, 25 New Street Square, London EC4A 3LN.



Clark Whitehill Consultants

# Manager - Systems Accounting

**CITY MERCHANT BANK** 

### Salary c£28,000 + Car + Banking Benefits

Our client, the progressive Merchant Banking arm of a leading International Banking Group, is committed to a continuing programme of diversification and expansion which has led to the demand for increasingly sophisticated management information systems.

The Manager, Systems Accounting, will be a senior member of a newly formed team responsible for the successful implementation of a new Banking software package. The underlying brief is for the continued strengthening and development to provide flexible systems appropriate to the needs of a growing and innovative Bank.

Candidates must be qualified Accountants (27-35) with previous experience of Bank Accounting and Computer Systems (either gained within a financial institution or Management Consultancy). High professional standards, good interpersonal skills and problem solving ability will ensure accelerated career progression within this challenging environment.

For further information please write, enclosing career details, or telephone Susan Ross

FIRTH ROSS MARTIN ASSOCIATES, WARDGATE HOUSE, 59A LONDON EC2M 5TP. TELEPHONE 01-6282441 Firth Ross Martin

### INSURANCE to £27000 & Benefits

1 — Lloyds Managing Agents seeks a Syndicate Accountant with extensive practical experience, Could lead to directership, Circa £27,000 plus extensive benefits, City.

plus extensive agriente, City.

2 — Lloyds Broker seeks Treasurer to centrol end invest cashflow in various currencies. Money management caperione more important then insurance experience. Salary open excess £20,000. City.

3 — Lloyds Broker seeks Management Accountant—Budgets—Expense control — profitability and cashflow centrols for each broking speciality. Salary open excess £20,000. City.

A — Lloyds broker seeks Chief Accountant to manage 60 people — Client A/Cs — UW A/Cs — Credit Centrol — Statutery A/Cs. In depth breking experience casential. Salery open excess £20,000. Crewisy. breking experience casential. Salery open excess £20,000. Crewisy. 5 — Lloyds Broker eeeks Senior Credit Manager. Must be fully esperienced in all aspects of the Lendon and overees markets including RI. Salary Circa £22,500. City.

Salary CIRCA 122,703. City.

Send CV to:

G. Hamili, FCA. ACMA, MBA (Harvard), Financial Control Personnel Ltd

St Glies Lodge, Chalfont St Glies, Bucks HP8 4RZ - Tol: 12407 4291

St Glies Lodge, Chalfont St Glies, Bucks HP8 4RZ - Tol: 12407 4291

Specialists in recruiting Financial People for the Insurance Industry

The state of the s

### **ACCOUNTANCY PARTNER**

Opportunity for young Accountant to join informed practice on South Coest, leading to pertnorship c.£13-£15k.
Executed opecialises in tenler accountancy positions in the South Earn. We went to heer from enthusiastic finence cendidates seeking a career move.

Tel: Penny Geddes-Young on (0273) 21029 or write to: EXECUTEL 14 Dyke Road, Brighton East Sussex BN1 3FE

Accountants have a broader and more influential role than ever to play in the Civil Service. The Government Accountancy Service (GAS) operates a structured training and development programme to encourage this trend. These vacancies highlight the scope and

### PONEOURICE: PHISON SERVICE MOUSTRIES AND FARMS

1 post at Tolworth, relocating to Croydon in Summer 1986 The Chief Accountant will improve the financial management of industrial farming employing immates of over 100 prisons. Having a: least 3 years' post-qualifying experience in manufacturing and credit management you will manage a programme of computersation, profit reviews, credit management and budgeting and financial managen Further details from Mr C J Welsh on 01-399 S191 ext 241.

### PERMONENTE - ENCURY BRANCH

 poet in London and 1 in Birmingham
 Working with HM inspectors of Taxes you will advise them on
 accountancy law and practice and provide accountancy support for tigations into tax fraud in business returns and accounts and nine the work of the accountants involved. You will also have your own portfolio of cases. Further details from Mr K Shaw on 01-438 6868.

THE CIVIL SERVICE IS AN EQUAL OPPORTUNITY EMPLOYER

### INLAND REVENUE - FINANCE BRANCH

1 post Worthing and 1 post London or Worthing With expenence of systems design and installation, preferably as project leader, you will control a development team at Worthing working on the design, planning and implementation of new systems such as accounts payable, inventories and general ledger.

With experience of responsibility budgets in a service organisation you will be responsible at London or Worthing for the development and support of line management budgeting routines throughout the Department.

Experience of larga scale computerised accounting and good management skills needed for both posts. Further details from Mr A G Nield on 01-438 7657.

# DEPARTMENT OF TRADE AND INDUSTRY -INTERNAL AUDIT BRANCH

1 post in London The Internal Audit Branch provides an independent review of the Department is management systems. You will head the section responsible for auditing divisions dealing with nationalised industries and support for innovation. The work will involve managing, planning and programming the section's work.

Recent experience of audit management and an up-to-date knowledge of modern internal auditing are required. Computer Meracy and industrial commercial experience are assets. For further details mig Mr W A Methven on 01-215 3596.

For all posts you must possess a professional accountancy qualification (CACA, ICA, ICMA or CIPFA membership) and considerable professional experience and initiative.

SALARY: £13,505-£18,360. Starting salary according to qualifications and experience, in addition posts in the London area attract London Weighting as follows: Inner £1365, Intermediate £765, Outer £545 per annum. Promotion prospects.

For further details and an application form (to be returned by 11 April 1986) write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0255) 468551 (answering service operates outside office hours). Please quote ref: G(2)686.

Significant opportunity for a young professional - CMA or CA with industrial experience - to advance in the healthcare business a

# Accountant

Manufacturing Management c£16,000

Reporting to the Manufacturing Accounting Manager, you will develop the next phase of your career as a key member of the production management team in the multi-site subsidiary of a Fortune 500 Corporation. The dimensions of the job are straightforward; rolling budget/review/forecast routines, systems development and plenty of special projects. But the environment is extraordinary, with powerful computer support and production colleagues who are finance aware. 25 to 35, you'll need to be the kind of man or woman who can flourish in a fast-moving, disciplined yet changing environment; who can already demonstrate leadership potential; who has the clear intention to grow as an accounting professional

Agreeable base in East Anglia; inexpensive housing; easy access to London, Norwich, Cambridge and other centres.

Please write now, with succinct comprehensive letter/CV, or telephone Roger Stephens, who is advising. Ref. S612.

### Roger Stephens -& Associates

Management Search • Selection • Development Chequers House, 1-3 Park Street, Old Hatfield, Hertfordshire AL9 5AT

# Telephone 0707275361

**GROUP FINANCIAL DIRECTOR** South Yorkshire based cf35,000 + car + benefits + full relocation

This is a pre-eminent appointment with a major public group displaying an enviable track record of growth and profitability. With a turnover of approximately £180m, its activities are diverse, but predominently in the building and civil engineering sector.

In addition to having overall responsibility for the accounting of the Group's UK and overseas activities, the Group Financial Director will be expected to contribute financial advice at the highest level, as well as maintaining excellent relationships with the Group's professional and financial advisors. An integral part of the job will be to investigate new developments and arrange appropriate funding.

Candidates, aged 35 +, will be technically strong qualified Accountants with
mature personal skills and a proven career record to date in construction, property

development or a related industry.

The remuneration package offered will reflect the importance of this position and applicants possessing the experience and expertise to cope with the demands of the appointment should telephone or write to Alyn Pearce LLB ACA, (Associate Director), Daniels Bates Partnership Ltd., Sheffield Office, Tel. (0742) 754015, quoting ref. 86S/546 FT.

# **Daniels**

Daniels Betes Partnership Ltd., Fountain Precinct, Leopold Street Wing, Sheffield Si 2GZ. Tel: (0742) 754815. Dartnership

(5 times 24 hours).

PROFESSIONAL RECRUITMENT

BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER. NEW CASTLE, SHEFFIELD and WINDSOR

### Senior Management Accountant

Leisure Industry

West London, To £20,000, Executive Car

The success of this quarter hillion pound turnover company is due in no small part to a pro-active finance team using advanced systems, in particular it is recognised that objective management accounting and information are key ingredients in

strategic decisions.

This position is responsible to the Finance Director and concentrates on strategy using current figures, trends and expected economic and market changes. The ideal candidate is aged about 30 years, qualified ACMA with an appropriate degree and sound commercial retail experience. Inter-personal and leadership skills should be well developed and potential for career advancement obvious.

I mark the competitive and round 11.K. Invad. is involved.

Male or female candidates should submit in confidence a comprehensive c.v. or telephone for a personal history form to I.L. Duff. Hoggett Bowers plc. 1/2 Hanover Street, LONDON, W1R 9WB, 01-734 6852, quoting Ref: 18105:FT.

**ACCOUNTANCY APPOINTMENTS** Appear every THURSDAY Rate £41 per single column centimetre plus VAT

### LEISURE INDUSTRY YOUNG **CHARTERED** ACCOUNTANT

West Herts

£16,000 + car etc Our client is a significant market leader in the Leisure Industry with an exceptional growth and profit record. Cooticuous expansion necessitates the appointment of an additional Financial Cootroller to one of the Groups within

a sizeable and complex organisation.

The role, in addition to routine financial control, will be broad-ranging and will icvolve investigations, close liaison with distant operating units and trouble-shooting to its

widest sense.

The requirement is for a young Chartered Accountant with commercial flair aged 25 to 30, possibly recently qualified and considering a move into Commerce or Industry. He or she must have achieved excellent professional skills through service with a broadly-based professional firm and have the personality and flair to make a significant contribution in a dynamic Group of Companies. A degree of UK traval will be involved.

Please seed detailed c.v. to D. H. Scott FCA, or alternatively ring 0532-432181/5 to arrange an early confidential interview, which will be held to London.

DON SCOTT ASSOCIATES Search and Selection Consultants Refuge House, Bedford Street, Leeds LS1 5PZ

### Young Qualified Accountant

Up to £18,000+Car We are the holding company of a diversified high technology group comprising 30 operating companies io the UK, Europe and North America, macufacturing and marketing electronic components and equipment for the industrial market.

71

# sees

98856

We are seeking a salf-confident, energetic young accountant who, under the guidance of the Finance Director, would take over responsibility for the control of group cash flow, haodling the group bank facilities, foreign exchanges and money market operations and also be involved in other Head Office financial functions. It is intended that after about two years be or she would be promoted either at Head Office or to a line appointment with a subsidiary company.

The successful candidate is likely to be a graduate aged 25 to 28 who qualified with a major firm of accountants and wishes to leave the profession for industry. Full career and personal details to:-

J. B. C. Lethbridge UNITECH PLC

Phoenix House, Station Hill, Reading RG1 1NP (0734 507075)

# ASSISTANT COMPANY SECRETARY

Interesting and varied opportunity for someone aged 25/40 years, with experience up to trial balance. The position is one of confidence and entails preparing financial statements and records for private companies and trusts based in Romford, Essex. The ideal candidate must have the ability to work accurately and should have knowledge of trust law, capital gains, taxation and VAT. Know-ledge of computer data input an advantage.

> Write Box A0085, Financial Times 10 Cannon Street, London EC4P 4BY

County of Avon
BATH COLLEGE OF HIGHER EDUCATION BATH COLLEGE OF HIGHER EDUCATION

ASSISTANT DIRECTOR (Finance and Resources)
Salary Scale; Vice Principal, durnham Group VII 220,880-221-936

The Geverners seek to appeint by ne later than 1 September 1986 an Assistant Olrector with a major responsibility for the forward planning and allocatione of the College's annual recurrent grent and its capital allocatione. The person appointed will hold a wide-ranging portfelio of duties which will include, inter alia, the use and management of buildings of all kinds.

of all kinds.

Preference will be given, though not rigidly so, to graduates for equivalent) who have attained full CMA/CIPFA qualifications and who have appropriate experience, not necessarily exclusively, in education. Knowledge of computer modelling and MIS development is also a requirement. Further particulers and details of the method of application from The Orecter, Bath College of Higher Education, Newton Park, Newton St Los, Bath 8A2 98N †Tel: Settlerd 3701). Clesing date 11.4.88.

County of Aron is an equal apportunities employer

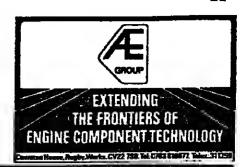


irch 20 1986

# SECTION II - COMPANIES AND MARKETS **FINANCIAL TIMES**

Thursday March 20 1986

William Hall looks at a US bank's ambitions in the financial information sector



**Degussa** 

capital

to step up

# Philips expects to lift earnings again despite flat sales

BY LAURA RAUN IN AMSTERDAM AND JASON CRISP IN LONDON

group; expects its profits to rise again this year after a 17 per cent drop to FI 919m (\$359m) in 1985, when it suffered slamping sales and lower earnings of microchips and consumer electronics in the US. Turnover is expected to be flat in 1986, though, due to the dramatically lower dollar and termination of some loss-making and peripheral

Mr Cor van der Kingt, vice president in charge of consumer elec-tronics and president from next month, predicted that the division approach the break-even point this year excluding Polygram, the music publishing subsidiary. Consumer electronics lost FI 216m in the US in 1985, although the consolidation of Polygram produced a FI 34m operating profit. That fol-lowed losses of FI 611m in 1983 and 1984 combined.

STRY

 $\mathbf{d}$ 

NT

+ car etc

ir, the Lexine

Composit of m

e ascops unbe

CONTROL WILL by

ine, close hissa Historias m ni

A : (Coulan etc.

orenil graffet i industr fie

:: 65.2! fre end

: 2:00 52 July

ישות עבובים:

£.5

itants

ENCE

ountant

£13.000+0x and telephone

U. U. Emp

PARTIE SISCESSI 22.76

NUMBER AND RESERVE

would take

in the banding

्टं स्टब्टर प्रथमित्

e (Pre inco

. . . 207 he or de (.

er re a lane i

१५० व्यवस्थ स्ट्र**ाट ५** 

3:: 011-20G III

RGI INP

or someone in 10 mail records in Romand. I the statut nowledge of AT. Know

ds LVZ

The dramatic improvement in Polygram, which returned to the black with a FI 250m operating profit, was almost entirely due to booming sales of compact discs. Buoyant demand for compact discs coupled with n supply shortage bas recently sent prices higher.

The electronic components division saw its operating profit plunge household appliances side into F1 44m last year from F1 1.21bn, creased 13 per cent to F1 397m. The primarily because of losses estimated at several bundred million guilders at the Signetics microchip subsidiary. Mr Leo Heesels, vice president for electronic components, forecast that Signebics of the US

PHILIPS, the Dutch electronics would break even or move slightly into the black this year.

circuit industry is showing signs of ending, aided by some rebound in the personal computer market, and that should erase most of Signetics' losses, Mr Heesels said. North American Philips Trust,

which includes Signetics and the group's consumer electronics opera-tions in the US, plunged into a FI 133m loss in 1985 from a FI 519m profit the year before. Philips predicted that the American operations would improve this year through cost-cutting in consumer electronics, which bave been hit hard by fierce competition from Japan, and the rebound in integrated circuit

Reserves set aside for streamlining operations through closures and layoffs were trimmed to FI 344m last year from F1 725m the previous year. Philips suggested that restructuring reserves would drop to around Fl 200m this year, with perhaps half of that going into consum-

The other four divisions of the the lighting division rose 15 per cent to Fl 910m while those of the lifted its operating surplus 11 per cent to FI 1.48bn and miscellaneous

### Baldwin-United plan approved BY OUR FINANCIAL STAFF

BALDWIN-UNITED, the financial

services group which filed for Chapter ff bankruptcy protection in 1983, said yesterday that its reorganisation plan had beeo approved by a US bankruptcy court in Cincin-

The company said it would now go ahead with the plan, which was filed with the court last August. It calls for Baldwin to emerge from bankruptcy with operations in tradbankruptcy with operations in trading stamps, travel agencies, motiva-

Asturienne

lifts dividend

By Paul Cheeseright in Brussels

COMPAGNIE Royal Asturienne

des Mines turned its back on the

past yesterday with a 10 per cent in-

the Brussels bourse to the top of the

1985-86 trading range at BFr 1,170.

Last September Asturienne dis-

posed of its zinc interests to Vieille-Montagne and became an investment house specialising in the min-

eral sector - property in which it al-

ready bad interests - and venture

The company is part of the Union

The net dividend for 1985 has been set at BFr 33 for ordinary shares and BFr 35.20 for sbares

1.17bn (\$25m) by the sale of the zinc

interests for BFr 1.08bn. Payment for the sale is spread over five years

although the whole amount has

BFr 90m without the exceptional gain, compared with BFr 123.6m in 1984.

Elsevier sees

7% increase

in sales

By Our Financial Staff

ELSEVIER, the Dutch publishing

group, says its pre-tax profit for 1985 rose 24.8 per cent to Fl 191.7m

(\$75m) from Fl 153.6m a year earli-

er. Sales rose 7 per cent to FI f.53bn.

Earnings per share improved to FI f0.4 from FI 8.6. A dividend of FI

3.60 per share will be declared, com-

The group said scientific and

newspaper publishing companies

were largely responsible for the

rise in earnings. While other con-

sumer publishing subsidiaries in

the Netherlands booked disappoin-

ting results, profits from US compa-

The group said they were expect-

ing further growth in profits in

• The European Investment Bank

plans a F1 300 m (\$117m), 6.5 per

cent f0-year bond issue on the

Dutch domestic market\_Issue price

pared with Fl 3 for 1984.

nies were "satisfactory."

with special tax advantages. Net profits last year rose to BFr

been entered in the books. Asturienne's profits reduce to

Miniere group, the minerals flag-ship wholly owned by Societe Gen-

érale de Belgique.

payout 10%

Earlier this week Kaufman & Broad, the Los Angeles-based financial services group, offered to take over Baldwin's 54bn annuity business, following a rival offer by Metropolitan Life.

The two offers result from a twophase rescue plan designed to pre-vent Baldwin's policy holders losing

Citicorp offer boosts Quotron shares SHARES IN Quotron Systems, the Los Angeles-based supplier of fi-

nancial information services to bro-

kers, banks and insurance compa-

nies around the world, jumped sharply in heavy trading yesterday after Citicorp's \$680m tukeover bid.

Mr Milton Mohr, the 70-year-old

chairman and chief executive of

Quotron, and several of bis execu-

tives were holding urgent meetings

in New York. They refused immedi-

ately to endorse the surprise bid

from America's biggest banking

group, which has made no secret of

its wish to become a leading player

in the worldwide information

In a brief statement, Mr Mobr

said it would be premature to com-ment on any aspect of Citicorp's of-

fer, including the adequacy of the amount offered, the likelibood of re-

gulatory approval or a possible ad-

verse impact on existing Quotron

business relationships. Quotron's stock jumped \$2% to \$19% in early

Citicorp has long been rumoured

to be interested in buying Quotron,

which provides stock quotations

and data-base services through

some 80,000 terminals around the

world. Among Quotron's biggest

The cyclical slump in integrated

Eindhoven-based company per-formed well. Operating profits in professional electronics division operations edged up 3 per cent to FI

Lex, Page 20

# returns to profit

Roebuck and American Express - generator in the 1990s.

customers are Merrill Lynch, Sears our banking businesses as a profit

BY DAVID WHITE IN MADRID

14 per cent to Pta 9,6bn. sorbed Pta 3.4bn, with the work-

be trimmed this year. A three-year reconversion plan February 2 increased 7.5 per cent to involving all ITT's Spanish manuar record \$119.8m on sales of \$20n,

telecommunications authority, creased its losses to Pta 29bn last | bring the total to 233. which bolds a stake of more than 20 | year from Pta 24bn in 1984.

### Toys 'R' Us sales up 10% in quarter

John Reed, Citicorp's chief

executive

The \$19-a-share eash bid for Quo-

tron is the most dramatic evidence

so far of Citicorp's determination to

become a big packager and distrib-utor of financial data-base services

worldwide. For more than a decade,

Citicorp has been expanding its in-

terests steadily and over the last

Last year Citicorp started a joint

venture with McGraw-Hill, the US

the pace has been

By Terry Byland in New York

TOYS "R" US, the speciality US toy retailer, reported sales in the earnings over the year-ago figure to \$88.1m or \$1.02 a share.

Earnings for the full fiscal year to

Sales were 12 per cent up at Pia
59 2bn, almost three quarters of
which went to Compania Telefonica
Nacional de Espana, the semi-state
Nacional de Espana, the semi-state

or break up into four units, into break up into four units

and financial services marketplace for petroleum, petroleum products and petrochemicals. ft will marry McGraw's information on commodities with Citicorp's financial communications network. The venture brings together buy-

Klöckner forecasts

ers and sellers of commodities and enables them to trade directly with each other, with Citicorp providing the ancillary financial services to complete the transactions.

More recently Citicorp, has teamed up with RCA, the entertain ment and communications group recently acquired by General Electric, and Nynex, the regional telephone company, to provide infor-mation electronically to US homes. It has also begun a West Coast venture to provide information to ship-pers around the world.

The banking giant says it is committed to being "number one in the effective use of technology on a glo-bal scale." However, the interest in technology is not solely motivated by the desire to improve its ability to distribute its services around the world. Mr John Maloney, a Citicorp public relations official, said yesterday that the move, if successful, would give the group "a very strong publishing and information group, earni to provide the first integrated glo-term. earnings stream over the long

forecast further significant prog-

The group moved out of the red at

the operating level last year after markedly reduced losses on steel

trading. It made profits of DM 33.8m (\$15m) in 1985 against a loss of DM 147.9m the previous year, Net profits moved up from DM 4.8m to DM 35m.

Mr Herbert Gienow, the manag-

ing board chairman, said yesterday that Klöckner's steel division cut

back its defecit from DM 201m to

just DM 3m. The group's biggest

ress in the medium term.

years, Citicorp bas a relatively low-ly stock market rating compared with rivals such as American Express and Merrill Lynch, which are not carrying a heavy burden of Third World loans. At the moment, Quotron remains

a relatively small, albeit fast-growing concern, whose financial contri-bution would be hardly noticed by Citicorp, which last year earned \$998m. Quotron earned \$22m or 64 cents per share, on revenues of

> Citicorp's hid is the boldest step so far by Mr John Reed, who took over from Mr Wriston as chief executive. Mr Reed said in a letter to Mr Mohr yesterday that be was "convinced that Quotron can great-ly accelerate its development and role in the information business as part of Citicorp's family."

Mr Reed indicated that be wanted Quotron's management team to remain in place and would operate Quotron as a separate company designated as Cibcorp's "information segment".

Last year, Quotron announced plans to jointly develop and sell a sophisticated computer-based financial information system aimed at Wall Street firms in partnership

loss of DM 84m into a similar profit.

For the current year Mr Gienow

expects at least to maintain operat-

ing profits. But he explained that a

big improvement was likely for 1986-87 as a result of Klöckner's

Mr Gienow emphasised that the

group's focus would increasingly shift towards processing and engi-neering in line with the move to es-

tablish Klöckner as a high-technol-

ogy company. The group is pushing ahead with plans to hive off its steel

huge restructuring programme,

spending DEGUSSA, the West German precious metals and ebemicals concern, is pressing ahead with an ambitious investment programme to provide the basis for further expan The group expects to invest DM 450m (\$200m) in West Germany and

abroad this financial year after DM 408m in the last financial year. This is well above the level of recent years, when it varied between DM 222m and DM 288m. Executives said that Degussa was on a growth-oriented course in its three main fields of metals chemi-

cals and pharmaceuticals. The investment emphasis was increasingly towards extension of present plant and construction of new plant.

Degussa is also expanding through acquisitions. It announced last week that it was extending its carbon black business with an agreement to buy manufacturing interests from Phillips Petroleum of the US. It is not yet clear, however, whether Phillips' partners in some of these ventures may exercise an option of first right to buy the Phillips' stake in their ventures.

Degussa bas also reached agreement to take over Metz Metallurgical of the US, a small company whose products include materials used in the electronics sector.

Mr Gert Becker, Degussa's chief executive, said the company was still on the lookout to accelerate expansion of its pharmaceutical business through a takeover.

Degussa increased its group sales revenue to DM 1f.7bn in the financial year ended last September 30, compared with DM fl.1bn in 1983-84.

Group net profit edged up to DM 1f2m from DM ff0m in 1983-84. The parent company is increasing Its dividend for the third successive year to DM 10 per share, compared with DM 8.50 for 1983-84, DM 9 for 1982-83, and DM 8 for 1981-82.

Mr Becker said sales revenue in On the non-steel side, processing and engineering turnover rose 15 per cent to DM f.Abn last year. In the next 10 years, processing turning tu steel works (at Bremen) turned a over should rise to about DM 6bn, which had affected metal prices.

# Spanish ITT unit

makine."

STANDARD ELECTRICA, a subsidiary of ITT and Spain's chief maker of telecommunications equipment, bas reported a profit of Pta 138m (\$975,000) for 1985 after five years of losses.

However, the earnings figure of the company, which has undertaken restructuring and labour cuts. was below forecasts made in the middle of last year. In the previous year it cut its losses to Pta 650m from more than Pta 1bn. Casb flow improved 57 per cent last year to

per cent in Standard. Exports rose The restructuring programme abforce being reduced by 500 to 15,100. Mr Manuel Marquez Balin, chair-man, said a further 750 jobs would

for Citicorp. Cilicorp's move is like-

ly to intensify competition in a rapidly changing marketplace.

thirds of the US market and would

give Cibcorp on important foothold

in a market where companies as di-

verse os Reuters, AT&T, Sears Roe-buck, Dow Jones, Telerate and fBM

are jostling for competitive

udvantage. Mr Wulter Wriston, former chief

executive of Citicorp and the man lorgely responsible for crafting the

group's current strategy, has said

on several uccasions that "informa-

tion about money is almost as im-

portant as money itself, because in-formation is central to decision-

rapidly growing volume of informa-

tion becoming available, the pack-

aging of the information - deter-

mining what is relevant - and its

distribution will be the key to

years ago that worldwide informa-

to rise from \$15bn in 1983 to \$25bn

by 1987 and said: "The information

business could easily rival any of

Mr Wriston forecast o couple of

Citicorp argues that given the

Quotron controls roughly two

end this year. The final plan, affecting about 2,000 of the group's 19,000 employees, included Pta 16bn in state support and was geared to the demonstrate of advanced technological formula and the company increased its

### further recovery BY OUR FINANCIAL STAFF KLÖCKNER-WERKE, the West German steel and engineering

Christmas selling quarter rose by more than 10 per cent. The group also saw a similar gain in quarterly group, has reported a strong recov-ery in trading performance for the year ended September 1985, and

# This advertisement is issued in compliance with the requirements of the Council of The Stock Exchange. It does not constitute on offer of, or invitation to the public to subscribe for or to purchase, any securities.



# NISSAN MOTOR CO., LTD.

(Nissan Jidosha Kabushiki Kaisha) (Incorporated under the Commercial Code of Japan)

U.S.\$100,000,000

81/4 per cent. Bonds 1993

Issue Price 1011/2 per cent.

The following have agreed to subscribe or procure subscribers for the Bonds:

Yamaichi International (Europe) Limited Chase Investment Bonk IBJ International Limited

Fuji Internotional Finonce Limited

Algemene Bank Nederland N.V.

Bonk of Tokyo Internotional Limited

Chemicol Bank Internotional Limited

Deutsche Bank Copital Markets Limited

Credit Suisse First Boston Limited

BankAmerico Capital Markets Group Banque Nationale de Paris Citicorp Investment Bonk Limited Daiwa Europe Limited Goldman Sachs International Corp.

Merrill Lynch Capital Markets

Morgan Grenfell & Co. Limited The Nikko Securities Co., (Europe) Ltd. Prudential-Bache Securities Internotional Société Générale

Swiss Bank Corporation International Limited

Kleinwort, Benson Limited Samuel Montagu & Co. Limited Morgan Guaranty Ltd Postipankki J. Henry Schroder Wogg & Co. Limited Sumitomo Finance International

Union Bank of Switzerland (Securities) Limited

S. G. Warburg & Co. Ltd.

Application has been made for the Bonds, in bearer form in the denomination of US\$5,000 each, constituting the above issue to be admitted to the Official List by the Council of The Stock Exchange, subject only to the issue of the temporary global Bond. Interest will be payable annually in arrear on 26th March in each year. The first interest payment will be due on 26th March, 1987. Particulars of the Bonds and the Issuer are available in the statistical services of Extel Statistical Services Limited. Copies of the listing

particulars relating to the Bonds may be obtained in the form of an Extel Card during usual business hours on any weekday (Saturdays and public holidays excepted) from the Company Announcements Office of the Quotations Department of The Stock Exchange, Throgmorton Street, London, EC2, up to and including 24th March, 1986 or during usual business hours on any weekday (Saturdays and public holidays excepted) at the addresses shown below up to and including 3rd April, 1986:—

James Capel & Co., Winchester House, 100 Old Broad Street, London EC2N 1BQ.

The Industrial Bank of Japan, Limited, Bucklersbury House, Walbrook, London EC4N 8BR.

# Paris bourse changes rules to speed up takeover procedures

BY DAVID MARSH IN PARIS

THE COMMISSION des Operations de Bourse (COB), France's stock exchange regulatory body, has announced new rules to speed up procedures for the growing num-ber of takeover hids involving crease in dividend payments and an 11 per cent rise in its share price on French companies.

The new regulations, announced last night by Mr Yves le Portz, the COB chairman, come at a time when the Paris bourse is in the throes of digesting three takeover battles centred on the Providence insurance company, the Radar re-tailing chain and the Valeo vehicle

components company.

The sudden rush of bids bas come after a gap of four years since the last hostile takeover in France, involving the Jacques Borel catering

The rules set down a five-day lim- take place a year as a prelude to it for the COB to approve takeover prospectuses issued by companies absence of hostile takeovers has ofmaking bids. The same time limit is ten been cited as contributing to the set for the French stockbrokers as-sociation to decide on the technical structure. acceptability of a takeover bid.

The speeding up of procedure complements a decision by the Fi-nance Ministry earlier this month to drop the requirement that all takeover bids be submitted to it for

Previously there was no time limit for the COB and the stockbrokers association to check on takeover bid procedures. This was both cause and effect of the sluggish level of takeover activity in France.

Roughly 10 "arranged" takeovers

gulation on the Paris bourse, and the transfer to mainland Europe of London and New York, are among factors likely to accelerate takeover activity in France in coming years.

The spate of innovation and dere-

Further denationalisation of leading state-owned banks, insurance companies and industrial groups, expected to be put in place progressively by the new government, is likely to open the way for more

# Texaco and Nippon Oil launch joint US exploration venture

BY TERRY DODSWORTH IN NEW YORK

TEXACO, the US oil major struggling to nullify a S11.1m damages award to Pennzoil, has signed a deal with Nippon Oil of Jepan to belp a new exploration drive on its energy properties in the US.

The agreement, clinched in Houston yesterday, was bailed by Texa-

co as a sign of confidence in the company's ability to ride out the storm over the damages award, which arose when the company was sued by Pennzoil after winning a takeover contest for Getty Oil. Nippon, the largest Japanese oil

group, will pay about \$100m to- Japanese group has been involved wards drilling and other costs asso- in such a large joint venture in the ciated with exploring and developing 100,000 acres of oil and natural gas prospects in Texas, California, access to additional financing at a Colorado, New Mexico, North Dakotime when it is short of cash be-The Japanese Government will

The Japanese Government will Announcing the accord, Mr Roprovide financing to Nippon Oil through the Japan National Oil Cor-

because of the recent ruling in a US Texaco and Nippon have worked federal court on the damages issue together on international pro-grammes in the past, but the new co to post a \$12bn bond to continue project will be the first time the its appeals process.

in such a large joint venture in the

The agreement gives Texaco access to additional financing at a

cause of the cost of its acquisition.

# International Thomson advances

BY BERNARD SIMON IN TORONTO

nisation, the publishing, travel and energy group controlled by the Thomson family of Toronto, lifted net income to £fffm (\$162m) or 37.9p a share last year from £99m or 33.7p a share in 1984.

Sales rose by f.6 per cent to £f.76bn, and operating profit by 3.2 per cent to £191m.

Timing of oil shipments and the impact of the weakening US dollar on oil revenues dented results in the fourth quarter, when operating ues of some of the comp profits declined from £56m to £43m. American investments.

INTERNATIONAL Thomson Orga- Net fourth quarter earnings rose nisation, the publishing, travel and slightly from £22m to £23m. Sales from oil and gas operations in the North Sea and North Amerition and slim margins in the British

ca slipped by ff per cent last year to tour market since the second half of £450m while operating profits from last year. The company official said this division fell from £1f6m to

A company official said yesterday that unusually large quantities of oil were delivered from its North Sea operations in 1984. "A long hard look at our overall oil investment" prompted a cut in the carrying values of some of the company's North

Trading profits from travel rose from £27m to £33m, but these do not fully reflect the stiff competi-"the margins will be slimmer, but the volumes have exceeded our expectations so far."

The effect of the price war will only be apparent later this year when hobdays are fully paid for. On the other hand, Thomson began to benefit late last year from interest income on the unusually high num-ber of deposits on 1986 holidays.

20th March, 1986

**Eni International Bank Limited** U.S. \$200,000,000 Guaranteed Floating Rate Notes due 1993 Unconditionally and irrevocably guaranteed by

Ente Nazionale Idrocarburi In accordance with the terms and conditions of the

Notes, the rate of interest for the interest period March 20, 1986 to June 20, 1986 has been fixed at 71/2% per annum. Interest payable on

June 20, 1986 will be US\$191-67 per

Morgan Guaranty Trust Company of New York
London Branch

World value of

(Restated)

129.0

(18.4) 1.4 (39.4)

72.7

(1.1)

36.4

tonnes were lower than the sales achieved in the December

Total sales revenue for the quarter was K1 380.4 million, an increase of 168 per cent over the K516.0 million for the corresponding quarter of 1984.

The group recorded a profit on metal trading of K548.3 million

for the quarter, against a profit of K129.0 million in the quarter ended 31 December 1984. After taking into account

net byterest of K940 million an exchange loss of K282.8 million and mineral export tax and other taxes amounting to K152.1 million, the group achieved a net profit of K19.4 million for

the quarter, compared with a net profit of K36.4 million recorded during the same period of 1962.

In accordance with legislation enacted in August 1985, the

rate of mineral export tax was increased from 10 per cent to 13 per cent in December 1985 with retrospective effect from 1 October 1985. This increase has resulted in an additional charge of K35.3 million for the quarter, which is reflected in

the results reported.
For the nine months to 31 December 1985, the group incurred

a net loss of K76.5 million compared with a net profit of K19.8 million recorded during the same period of 1984.

During the quarter, the Kwacha moved from K1 = US\$0.448 and K1 = £0.318 at 30 September 1985 to K1 = US\$0.175 and K1=£0.121 at 31 December 1985. This represented a depreciation of the Kwacha of 61.0 per cent against the dollar and of 61.9 per cent against expenses testing.

61.9 per cent against sterling.
The Board of Directors has not declared a dividend in respect

of the quarter ended 31 December 1985

Km

2 689.8

663.6

(330.4) 5.8 (173.5)

(76.5)

(Restated) 1 357.2

1 079.3

277.9

(55.3) 3.2 (107.9)

118.0

(96.1)

(2.1)

19.8

Note of US\$10,000.

This announcement appears as a matter of record only:

800,000 Shares of Common Stock

**Richton International Corporation** 

The sale of these shares was arranged by

**Bear Stearns International Corporation** London

a wholly-owned subsidiary of

Bear Stearns & Co. Inc.

NewYork/Atlanta/Boston Chicago/Dallas/Los Angeles/San Francisco Amsterdam/Geneva, Hong Kong, London, Paris

March 1986

This announcement appears as a matter of record only

800,000 Shares of Common Stock

Napco Security Systems, Inc.

The sale of these shares was arranged by

**Bear Stearns International Corporation** London

a wholly-owned subsidiary of

Bear, Stearns & Co. Inc.

New York/Atlanta/Boston/Chicago/Dallas/Los Angeles/San Francisco Amsterdam/Geneva/Hong Kong/London/Pans

March 1986

# Pemex lifts cash surplus but oil export revenue falls 11%

From this week Pemex will also

month when the oil price fall began

since Pemex, by far the country's

largest company, last year bought in goods and services worth Peso

The company's financial position was alleviated last week when the

\$3bn in bankers' acceptances it holds with US und UK banks, and

which it uses to finance its dimin-

ishing trade, were extended from 90

Operating and Financial Results for Quarter ended 31 December 1985

Production (tonnes)

Average realisations (Kwacha per tonne)

Sales (tonnes)

Copper Cobalt

Lead

Quarters ended 31 December

2 165 5 638

1984

129 230

7**69** 1 516

5 030

151 517 1 307 1 579

50 324 907 1 729

Copper production for the quarter ended 31 December 1985, at 109 767 tonnes, was 19 463 tonnes lower than the 129 230 tonnes achieved in the corresponding quarter of 1984. The lower output was attributable to the continuing shortages of spare parts and consumables. Copper sales, at 147 537 tonnes, were 3 980 tonnes lower than the sales of December 1984 quarter. Copper sales included metal bought-in and delivered to the group's customers by its associated company, Memaco Trading I Imitted

Trading Limited.

The average sales realisation on copper, at K7 956 per tonne

for the quarter, was 182 per cent higher than the K2 819 per tonne obtained in the same period of 1984. This was due to the substantial depreciation of the Kwacha, following the introduction of the foreign exchange auctioning system in

metals. Cobalt production, at 1156 tonnes, was 51 per cent higher than the production in the same quarter of 1984. Sales of cobalt, at 903 tonnes, were 31 per cent lower than the 1307 tonnes sold in the corresponding period of 1984. The average

tonnes sold in the corresponding period of 1984. The average sales realisation for cobalt, at K138 451 per tonne, was significantly bigher than bte K50 324 per tonne realised in the December quarter of 1984.

Production of lead, at 2165 tonnes, was 43 per cent higher than the 1516 tonnes produced in the same period of 1984. Zinc production of 5 638 tonnes was 12 per cent higher than the production in the corresponding quarter of 1984. Lead sales of 1806 tonnes were higher than the sales achieved in the December quarter of 1984, while the zinc sales of 6 030

Pemex's overall foreign debt.

which peaked at \$19.5bn at the end

according to the report, to \$15.7on. Total debt service payments last

year were \$2.75bn, \$1.64bn of which

was interest. About two thirds of the company's foreign borrowing

was restructured last year under

the multi-year rescheduling of half

Mexico's total foreign debt of \$97bn.

Mr Beteta said Mexico would con-

tinne to pursue a flexible pricing

policy for its oil in an effort to de-

fend its declining market share, but

ruled out selling in the spot market or other "speculative" practices.

Mr Beteta also ruled out a partial

surrender of the state monopoly in

the oil industry, as Mexico's bank-

ers, among others, have been sug-

Zambia Consolidated Copper Mines Limited

and its subsidiary companies

Sales Cost of Sales

companies' profits Exchange loss Interest receivable

Taxation (payable)/ recoverable

-Equity levy

1984 quarter.

Profit before taxation 171.5

-Mineral export tax (155.3)

Interest payable

Nine months ended 31 December 1985 1984

394 283

436 458

2 594 7 853 23 311

44 519

NOTES:
(1) The financial summaries are presented in Kwacha, the currency of Zambia.
(2) In some respects, the accounting principles adopted by the group differ from those used in the United States of America. The group's Annual Report Form 20-F to the Securities and Exchange Commission describes the major

(3) At 31 December 1985, the exchange rates were K1 = US\$0.175 and K1 = £0.121 and on 3 March 1986 K1 = US\$0.142 and K1 = £0.097.

QUARTERLY REVIEW

347 918

lapse, and for the second year run- was \$6.92, exclusive of new developning the country's proven oil re- ment spending.

annual report of Petroleos Mexicanos (Pemex), the Mexican state oil monopoly, which nevertheless man- to bite. This suspension had a trauaged to lift its cash surplus 50 per matic effect on Mexico's industry, cent in Peso terms, and maintain it at around 1984 levels in dollars.

corporate profits because more 450bn at home, as well as \$350m than 90 per cent goes to the Mexican Treasury which derived half of all taxes from Pemex last year rose to Pesos 4,013bn against Peso 2,689bn in 1984. At the "controlled" rate for the peso against the dollar. used for 80 per cent of Mexico's trade, the surplus is equivalent to to 180 days. \$15.6bn marginally down on 1984. Earnings from crude and down

stream products for export brought in \$14.6bn last year against \$16.5bn in 1984. This was equivalent to 67 per cent of Mexico's total export

Announcing the figures, Mr Mar-io Ramon Beteta, director general of Pemex, said proven reserves fell to 70.9bn barrels (of which 48.6bn were crude oil) from 71.75bn barrels

Though the difference is small the fall follows the first-ever down-ward adjustment of officially placed reserves (from 72.5bn barrels in 1983), and publicly acknowledges the strain on Pemex's accounts and performance of having to provide more than half the nation's re-

Spending oo new exploration and

These are also the areas where production costs appear to be low-est. Though Pemex does not publish



This announcement appears as a matter of record only.



# Inter-American Development Bank

Dfls 200,000,000 7% Dutch Guilder Bonds 1986 due 1992/1996

Algemene Bank Nederland N.V.

Amsterdam-Rotterdam Bank N.V.

Bank Mees & Hope NV Hollandsche Bank-Unie N.V. Pierson, Heldring & Pierson N.V. Banque Paribas Nederland N.V. Nederlandsche Middenstandsbank nv

Commerzbank Aktiengesellschaft Crédit Commercial de France Crédit Lyonnais Crédit Suisse First Boston Limited

> Daiwa Europe Limited Deutsche Bank Capital Markets Limited Generale Bank

Merrill Lynch Capital Markets

Orion Royal Bank Limited Salomon Brothers International Limited S.G. Warburg & Co. Ltd.

March, 1986

Weekly net asset value



Tokyo Pacific Holdings (Seaboard) N.V. on 17th March 1986 U.S. \$120.63

Listed on the Amsterdam Stock Exchange

Information: Pierson, Heldring & Pierson N.V., Herengracht 214, 1016 BS Amsterd

AIBD BOND INDICES 12.240 14.630 U5 Dollar Australian Dollar Canadian Dollar -2.606 -1.709 -0.032 -1.916 12.600 13.831 11.219 13.060 7.710 10.000 11.074 Euro Currency Unit 6.153 9.112 9.112 6.638 -0.359 -3.827 7.330 11.932 10.478 Sterling 10.478

### INTL. COMPANIES & FINANCE

MEXICO'S oil export revenue fell its costs, it can be calculated from 11.3 per cent in 1985, ahead of this the ligures that the average cost year's international oil market col- last year of a barrel of Mexican oil of 1982 - has been further reduced,

These are the highlights of the renew payments to its suppliers, natural report of Petroleos Mexicansuspended at the beginning of last

The surplus - not the same as

maintenance has suffered since Mexico's financial crisis in 1982. This year, when Pemex is expected to produce about half the country's export revenue as a result of the oil glut, current spending would be cut back, Mr Beteta said. Exploration would be concentrated in and around the country's richest proven fields in the south east, both onshore and in the Campeche Sound.

CALL Copenhagen 1 13 44 41

**ABBEY NATIONAL** 

£35,000,000

Sterling Floating Rate Certificates of Deposit due June 1986

Notice is hereby given that the Rate of Interest has been fixed at 1156% p.a. and that the interest payable on the relevant Interest Payment Date, June 19, 1986 in respect of a £250,000 nominal Certificate of Deposit, will be £7,325.34.

Agent Bank: County Bank Limited

Managed by: Credit Suisse First Boston Limited

March 1986

£50,000,000

Sterling Floating Rate Certificates of Deposit due June 1986

Notice is hereby given that the Rate of Interest has been fixed at 11%% p.a. and that the interest payable on the relevant Interest Payment Date, June 18, 1986 in respect of a £250,000 nominal Certificate of Deposit, will be £7,245.72.

County Bank Limited

March 1986

### CARRÉ, ORBAN & PARTNERS INTERNATIONAL

Management Consultants executive search, management audits, mergers & acquisitions

are pleased to announce the appointment

Luigi di Paola

as Parmer

250, Avenue Louise-B103 B · 1050 Brussels BELGIUM Tel. (02) 640.10.35

Carré, Orban & Partners International



Floating Rate Notes Due 2005 Holders of Notes of the above issue are hereby notified that for the first interest Sub-period from 20th March, 1986 to 21st April, 1986 the following will apply 22nd September, 1986

1 Interest Payment Date 2 Rate of Interest

for Sub-period

3 Interest Amount payable

for Sub-penad

7 1 % per annum

USS 66 67 per USS 10.000 nominal US\$ 1,666 67 per US\$ 250,000 nominal

4. Accumulated Interest Amount payable

per USS 10.000 nominal USS 1,666.67 per US\$ 250,000 nominal

5 Next Interest Sub-period will be from 21st April, 1986 to 21st May, 1986

Bank of America International Limited

### INTL. COMPANIES & FINANCE

STOCK EXCHANGE SET FOR GREATER FOREIGN PARTICIPATION

# Singapore to ease broking rules

THE SINGAPORE Government that this proportion be allowed Authority of Singapore, the even 48 per cent stakes might appears committed to allowing to increase every three years, increased foreign participation in local stockbroking firms at 22 early date, with majority control likely in some cases.

Dr Richard Hu, the Finance that this proportion of anowed an appears committed to increase every three years. The exchange's recommendations are contained in a 22 early date, with majority document put out on Monday which gives member firms only 72 hours to respond. The move appears committed to allowing to increase every three years. increased foreign participation in local stockbroking firms at an early date, with majority control likely in some cases.

Dr Richard Hu, the Finance Minister, told parliament that stakes of 49 per cent were under consideration and added that exceptions might he made. He was responding to suggestions that foreign firms be allowed full membership of the Singapore Stock Exchange in the wake of its current crisis.

At the same time the exchange's management has recommended that foreign first land hefore parliament in January.

otes due 19

By of New York

day in the

**TIMES** 

mited

2 689.2 2 026.2 663.6

(330.4) 5.8 (173.5)

(2442) (0.2) 2.4

(765)

K(8.56)

e United State & Countries the way

K:=(Te)ged

ed in the Decide

MidDiella ed minera

ng (f Mallage

Louis Ding ومتجالسة كالأمانية

: Atma 24 %

d in an eilen.

e stom wer end dist

estands feets

Civilizated in regard

AL

Rate post:

is of interest is the interes

a, mar; Dair. in amina

14

Authority of Singapore, the even 49 per cent stakes might island state's powerful regulatory body, to forbid or restrict forward share dealings and off-floor trading, activities which are widely believed to have contributed to the current crisis in the local exchange.

The Bitt state breaders still survive the present crisis in the local exchange.

Several local firms which will survive the present crisis are now negotiating with pos-sible foreign partners. The Bift atso broadens still further the definition of "security," making the Government's control of the industry even more far-reaching. Some bankers believe this control may be so extensive it could dampen foreign institutions one stockbrokers, has o locat contusiasm for selling up in Singapore.

will survive the present crisis are now negotiating with possible foreign partners, sible foreign partners, sible foreign partners, currently only J. M. Sassoon has one, the Kuwaiti Investment of the form of 1984. Another firm, Tsang and corporate pariner in the form of a company owned by the exchange's management has laid hefore parliament in recommended that foreign january.

A fresh Bill introduced last to hold up to 40 per cent of month inserts new provisions the equity in member firms, and allowing the Monetary in most prospective foreign participation in local hroking firms, the Hong Leong group. This most prospective foreign participation in local hroking firms, the Hong Leong group. This most prospective foreign participation in local hroking firms, the Hong Leong group. This most prospective foreign participation in local hroking firms, and allowing the Monetary in member firms, and allowing the monetary in the foreign participation in the local hroking firms, and allowing the monetary in the foreign participation in the firm in the firm in the foreign participation in the firm in the foreign participation in the firm in th

### Foreign demand for SIA shares causes problems

A PROBLEM has arisen for lines because of the recent surge in fureign demand for the national flag carrier's shares since it went public last December, Chris Sher-well writes from Singapore. well writes from Singapore.

The problem is a limit of 20 per cent restricting the fereign shareholding in the company, specified by its articles of association. By this month, 16.5 per cent of SIA's total 620m shares had absolute found their ways into

already found their way into foreign hands. okers who see SIA as the best huy on Singapore's persistently weak stock market have grown cautions about mending the share in order to avoid any embarrass-ing share certificates. The effect of this view is to soften the company's share

SIA shares closed on the Singapor Stock Exchange at S\$6.40 yesterday. Last month growing foreign interest drove it to n high of \$\$6.9\$, pushed by the fnel price outlook, government reductions in labour costs and a favour-

able currency trend. This in turn was in stark contrast to its share performance immediately after the public offer, when the price stid to a low of \$\$3.98 nnder the impact of the Pan-Electric affair and the release on to the market of an additional

30m employee-owned shares. Of the original 100m shares offered, just over 40m were privately placed ahroad. These become tradable when a 120-day morntorium ex-pires on April 17, which could affect the price fur-ther, but the overall foreign meanwhile increased to at least 102m

The company is believed to

he examining the problem caused by the 20 per cent timit. It has mystified broking analysis, who point out that the Singapore Government still owns more than 63 per cent of the company.

It is possible that, without a resolution of the problem. SIA's hopes of eventual over-seas listings will have to be frozen. Its profits ontlook, un the other hand, is widely agreed to be hol: analysis are projecting group pre-tax profits in 1987 of more than \$3370m (US\$170.9m). The 1985 figure was just under

# First-quarter reverse for Sony

BY YOKO SHIBATA IN TOKYO

group, suffered a 5.5 per cent reduction efforts, jumped 3.3 times, also reaching fall in consolidated net profits Per-share profits came to 30,000 units. In addition, the to Y18,73hm (\$107m) for the Y31, down from Y86 a year Walkman stereo cassettee first quarter ended January 31. first quarter ended January 31,

Given the steep appreciation of the yen during the period, Sony managed to contain its profit fall because of strong sales of high margin products such as compact disc (CD) cent Sales in the US accounting players and the new format for 32.5 per cent of all turn-8mm video cassette recorders over, surged by 34 per cent in

Because of the company's the increase was unly 6.8 per cent.

Sales, accounting for 71 per cent of total turnover.

Sales of video cent of total turnover, its advanced by 8.5 per cent in exposure to the impact of the value, reflecting expanded ship-exchange rate had been of conments of 8mm VCRs to 300,000 cern. Operating profits for the quarter declined by as much as 22.2 per cent to ¥27.89hn, as 22.2 per cent to Y27.89hn, inch VCRs. Sales of audio 30 per cent lower that reflecting the run-up in the equipment climbed 18.7 per vious year's level as yen's value, which offset procent, supported by compact disc dollar rate of Y170.

AFRICAN CABLES, the South African associate of BICC of the UK, returned to profits in the six months to January and

has restored its dividend.

Sony achieved sales growth of 8.4 per cent to Y366.08hn in the quarter, Domestic sales rose 17.7 per cent, but overseas sales were up a more muted 5 per

units, compensating for slug-gish sales of Beta-format half-

SONY, the Japanese electronics duct price rises and cost players where volume demand recorders fared well.

Television sales gained only 1.9 per cent owing to the coilapse of exports to China where foreign currency reserve pro-blems were encountered.

For the second quarter to April, Sony has already covered its exports fully in the forward exchange market with a rate of Y212 against the dollar. However, it has not covered its shipments in the second half-year.

As a result, full year consolidated net profits are expected to be 25 per cent to 30 per cent lower than the pre-

### Alcoa eyes group with \$2bn sales

By Our Financial Staff

ALUMINUM COMPANY of America (Alcoa), the largest US aluminium producer, is hoping to acquire an unidentified US company with annual sales of \$2hn as part of ils diversification efforts, Mr Charles Parry, chairman, has

Mr Parry sald in New York that Alcoa had been studying an acquisition for a number of months and had been focussing on three of four companies. He would not identify the type of business in which the polential acquisition is engaged. but did say that a hid could be made within several

months.

Alcoa has recently heen trying to diversify from hasic aluminium production, and in January appounced a \$100m joint venture with Metal Box of the UK to make plastic

# Saab-Scania Results 1985



During 1985, for the ninth successive year, Saab-Scania Group sales and income both increased, thus continuing the Group's favorable development. Scania increased its market share in Western Europe and began marketing its trucks in the USA. Saab car sales in the USA continued to be successful, making it Saab's largest single market for the second year. During the year Saab-Scania took over total responsibility for the Saab SF340 project. Delivery was completed of the first series of the RBS15 anti-ship missile. In February 1986 a full scale mock-up of the new Swedish multi-role combat aircraft, the JAS 39 Gripen, was presented. On the 22nd of February 1986, Viking, Sweden's first research satellite was launched, In the beginning of 1986 the company decided to increase production capacity for Saab cars. The new car plant will be built in Malmö, Sweden.

The Saab-Scania Group's return on stockholders' equity, after tax, amounted to 18.0 percent (20.5). The financial position was further strengthened during the year and stockholders' equity as a percentage of total capital (solvency) improved to 50 percent from 49 percent. Cash and bank deposits increased by SEK 615 m. to SEK 4,279 m. (3,664 m.) by the year-end. Capital expenditure on property, plant and equipment amounted to SEK 1,872 m. (1,853 m.). Investment in research and develop-

ment was sex 2,528 m. (1,905 m.) corresponding to 7.9 percent (7.3) of sales. At the end of 1985 the number of people employed by the Group was 46 807 (43 485). The Board of Directors has decided to recommend to the General Stockholders' Meeting a dividend of SEK 14.00 (10.00) per common share and SEK 2.50 (2.50) per preferred share.





The interim report for the period January to April 1986, will be published on June 18, 1986.

Please send me a copy of the Saab-Scania Group year-end report 1985. Please return this coupon to Seab-Scania AB, Corporate Communications and Public Affairs, S-581 88 Linkbping, Sweden.

### back to profit By Jim Jones in Johannesburg

Turnover rose to R42.6m (\$21.3m) from R37.3m and pretax profits of R2.18m were achieved against a loss of The interim dividend is 3 corporate taxes for 1985-56. The cents, paid on net earnings of 5.16 cents a share against losses of 10.56 cents.

This advertisement complies with the requirements of the Council of The Stock Exchange.

Amsterdam-Rotterdam Bank N.V.

amro

£50,000,000

10½ per cent. Notes 1991 Issue Price 1001/2 per cent. The following have agreed to subscribe or procure subscribers for the Notes:

S. G Werburg & Co. Ltd.

Application has been made to the Council of The Stock Exchange of the Unitad Kingdom and the Republic of Ireland ("The Stock Exchanga") for the Notes to be admitted to the Official List.

The Notes will bear interest as from 25th March, 1986 at the rate of 10½ per cent per annum, payable annually in arraer on 25th Merch, tha first such payment to be made on 25th March,

African Cables | ICI Pakistan lifts dividend

The company benefited from a sharp reduction in its current and deferred tax liability, following a government cut in lowing a government cut in the unit of the u

ICI PAKISTAN Manufacturers, which produces soda ash and polyester fibre, has increased its dividend from 25 per cent to the company sees as unfair September. A further payout is expected as various units of ICI are planning to merge in Pakistan.

The company benefited from at DP- capital was unable to make plastic flood-packaging. Mr Parry added that Alcos had been studying for the past six to nine months the possibility of selling some of its property assets.

All of the party added that Alcos had been studying for the past six to nine months the possibility of selling some of its property assets.

All of the party added that Alcos had been studying for the past six to nine months the possibility of selling some of its property assets.

All of the party added that Alcos had been studying for the past six to nine months the possibility of selling some of its property assets.

All of the party added that Alcos had been studying for the past six to nine months the possibility of selling some of its property assets.

All of the party added that Alcos had been studying for the past six to nine months the possibility of selling some of its property assets.

All of the party added that Alcos had been studying for the past six to nine months the possibility of selling some of its property assets.

All of the party added that Alcos had been studying for the past six to nine months the possibility of selling some of its property assets.

sought government permission to expand its polyester fibre factory.

**EBC Amro Bank Limited** 

Morgan Guaranty Ltd

**Bankers Trust International Limited** 

Deutsche Bank Aktiengesellschaft

Marrill Lynch International & Co.

Pierson, Heldring & Pierson N.V.

S. G. Warburg & Co. Ltd., 33 King William Street,

London EC4R 9AS.

Union Bank of Switzerland

(Securities) Limited

Baring Brothers & Co., Limited

All of these securities having been sold, this announcement appears as a matter of record only.

February, 1986

6,900,000 Shares

# Chesebrough Pond's Inc.

Common Stock

This portion of the offering was offered in the United States by the undersioned.

This portion of the offering was offered outside the United States by the undersigned.

5,750,000 Shares

1,150,000 Shares

Shearson Lehman Brothers Inc.

Shearson Lehman Brothers International

Credit Suisse First Boston Limited Dresdner Bank Commerzbank

Sociélé Générale Swiss Bank Corporation International Limited

Union Bank of Switzerland (Securities) S. G. Warburg & Co. Ltd.

Yamaichi International (Europe) Limited

CREDIT NATIONAL £100,000,000 Guaranteed Floating Rate Notes 1995

anteed as to payment of principal and THE REPUBLIC OF FRANCE

secondance with the terms and coor In scordance with the terms and conditions of the Nores, notice is hereby given that for the three month interest period from 18th March 18th, the Nores will carry a rate of interest of 1174% per amount. The relevant unterest profess take will be 18th Junes 1986. The compute amount per £5000 will be £149-66 physicle agoust starender of coupon Nor III.

Hambros Bank Limited Agent Bank

Citicorp Finance PLC £150,000,000 Guaranteed Floating Rate Notes Due December 1997

Unconditionally Guaranteed by CITICORPO Notice is hereby given that the Rate of Interest has been fixed at 11.725% and that the interest payable on the relevant Interest Payment Date, June 19, 1984 against Coupon No. 2 in respect of £10,000 naminal of the Notes will be £295.53.

Morch 20, 1986, London By: Citibank, N.A. [CSSI Dept.], Agent Bank CITIBANCO

MARINE MIDLAND BANK N.A. U.S.\$125,000,000 Floating Rate

**Subordinated Capital Notes Due 1996** For the three months

19th March, 1986 to 19th June, 1986 the notes will carry an interest rate of 7%% per annum with a coupon amount of U.S.\$194:86 per U.S.\$10,000 note and U.S.\$974.31 per U.S.\$50,000 note. The relevant interest payment date will be

19th June, 1986. Listed on the London Stock Exchange

Bankers Truet Company, London

Agent Bank

20th March, 1986

Listing particulars relating to the Notes and Amsterdam-Rotterdam Bank N.V. are available in The Extel Statistical Service and copies may be obtained during usual business hours up to and including 24th March, 1986 from the Company Announcements Office of The Stock Exchange and, up to and including 3rd April, 1986, from the addresses shown balow:

Samuel Montagu & Co. Limited

**Credit Suisse First Boston Limited** 

Dresdner Bank Aktiengesellschaft

12 Tokenhouse Yard, London EC2R 7AN,

Morgen Grenfell & Co. Limited

Nomura International Limited

Swiss Bank Corporation

International Limited

**Banque Paribas Capital Markets Limited** 

Bank Brussel Lambert N.V.

er ti

# Budget opens window for sterling bonds

BY OUR EUROMARKETS STAFF

Eurosterling bond market yes at a rate of five basis points terday as British interest rates over three-month Libor. Fees fell and in reaction to the Budget'e imposition of stamp duty on domestic bond trading. Two British borrowers tapped the market, including Imperial Chemical Industries which broke new ground in two total 14 basis points. The issue is accompanied by 200,000 warrants, priced et Ecu 9 each, exercisable into a 7½ per cent Ecu bond due 1996 at par. This broke new ground in two ot 101, declining by ½ per cent a year thereafter.

Morgan Grenfell and Lloyds Merchant Bank led ICI's £100m deal, which has a novel 17-year maturity and was the first long-

maturity and was the first long-term sterling corporate debt not to include covenants which have previously been demanded by UK institutional investors. In yesterday'o very strong market, investors bought the peper first and decided to worry about the covenant issue later. The ICI deal bas o coupon of 10 per cent and an issue price

The ICI deal has o coupon of 10 per cent and an issue price of 99½, and was trading above par last night.

Investors in Industry (3i) launched a more conventional seven-year 160m first tranche of a cron-year 160m first tranche of a cron-year 160m first tranche of the cron-year 160m a £100m Eurosterling issue with a 10 per cent coupon and price of 100½, with S. G. Warburg as lead manager. It was quoted later at less 1 per cent bid. This is the first fixed rate

Eurosterling issue for this bor-rower for some years, and 31 said that they saw yesterday's strong market as an exceptional opportunity to make an issue. The proceeds will not be

Centrust Savings Bank launched a \$100m Eurobond with an 8 per cent coupon maturing in 1993. The issue was priced at par, ond bas put and call options at par in 1991. It is in targeted registered form and is collateralised with cash, US Treasuries and US Govern-

ment Agency Securities, In the Ecu market, secondary prices moved slightly easier on profit-taking. Credit Foncier de France † per cent lower in thin trading launched an Ecu 200m floating after a weak session in the rate note priced at 100.05 per domestic market.

WINDOW opened in the cent. The bond pays interest total 14 basis points. The issue is accompanied by 200,000 war-rants, priced et Ecu 9 each,

a year thereafter.
Outokumpn Oy, the Finnish
Government-owned mining and
engineering group, launched an
Ecn 60m 10-year issue. The
coupon is 8 per cent with the lssue price par and fees at 2 per cent. Lead-manager Kansallis-Osake-Pankki reported trading

levels around total fees.

Postipankti launched a
Y10bn 10-year issue with a
coupon of g per cent and an
issue price of 101; per cent led
by Nomura Securities. The redemption value is linked to the dollar/yen exchange rate.

Also in the yen sector yester day Dansk Naturgas launched a Y10bn, five-year issue with a 7½ per cent coupon and issue price of 101½ per cent. Lead manager is Yamaiichi Europe and the redemption value is also linked to the dollar/yen

exchange rate.

In the Swiss Franc sector
the equity-linked SFr80m issua
for Japan's Itoham Foods has been awarded a coupon of 12 per cent by Swiss Bank Corporation. This is the first time that such an issue bas been leunched at less than 2 per cent and reflects in part com-petition from the German markets where borrowers have been able to achieve record low coupons on such issues recently.

Expected soon is a public issue for Consolidated Goldfields, the UK mining company

with extensive South African interests. Secondary market prices were slightly weaker. D-Mark bonds closed around per cent lower in thin trading

# Barclays' Zimbabwe loan

Salomon Brothers Inc

Daiwa Securities America Inc.

Nomura Securities International, Inc.

**Swiss Bank Corporation International** 

**EuroPartners Securities Corporation** 

L. F. Rothschild, Unterberg, Towbin, Inc.

**Drexei Burnham Lambert** 

Dean Witter Reynolds Inc.

**ABD Securities Corporation** 

Morgan Stanley & Co.

**Deutsche Bank Capital** 

Lazard Frères & Co.

Rothschild Inc

**PaineWebber** 

BY TONY HAWKINS IN HARARE

ONE OF the largest single investment projects to be under- man of the state-controlled minustiment projects to be under-taken in Zimbabwe since company, said the project is independence was announced being partially financed by yesterday by Wankie Colliery, a £4.5m (\$6.65m) loan from which is to spend Z\$31.5m Barclays Bank, guaranteed by (U\$\$20m) on rebuilding its coke oven battery and rehabili-tating its coke oven machiness. tating its coke oven machinery and by-products plant.

Mr Douglas Kadenhe, chair-It will carry interest at 8.8

### Hungary launches unique floater

By Peter Montagnon, **Euromarkets Correspondent** 

A UNIQUE combinetion of US Treasury and East Euro-pean risk was on offer in the Euromarkets yesterday with a \$250m floating rate note launched by Dean Witter Capital Markets. The proceeds are designed to finance Hungarian trade.

The issue, in the name of a specially created vehicle company, Continental (Bermuda), is guaranteed by the Hungarian Foreign Trade

It has an unusually long 20-year life, normally unavail-able even to those few East European borrowers whose credit standing is sufficient to make them eligible to launch ssues in the bond market.

Dean Witter said it bad Dean Witter said it bad been able to arrange this by using what it called a "risk conversion" feature. Part of the proceeds will be set aside by Continental and used to buy zero-coopen US Treasury bonds with a face value of \$250m.

These holdings will act as collateral for the issue. The backing will also be reinforced by the investment of a further 15 per cent of the proceeds in high-grade liquid short-term mouey market instruments in the US.

The idea is that as the value of the zero coupon securities increases over time the Hungarian element in the risk will diminish providing additional

The issue bears interest of a margin over three-month London interbank offered rates of 1 per cent and an issue price of par, but the actual cost to Hungary depends beavily on the future level of interest rates.

This will determine both the cost at which the zero coupon bonds are bought and the angoing cost of servicing that part of the proceeds which are locked away as col-

Gress fees on the bonds total 2½ per cent including a lead managers' premium of ‡ per cent. The deal will be sold in registered form only in minimum denominations of

All of these securities having been sold, this announcement appears as a matter of record only.

**The First Boston Corporation** 

Bear, Steams & Co. Inc.

E. F. Hutton & Company Inc.

Financial Advisor to Chevron Corporation Dillon, Read & Co. Inc.

Peter Montagnon looks at the prospects for new borrowing by a debt-laden country

# Greece must turn on charm with lenders

for negotiating foreign borrow-ings, expects to launch a credit for the Bank of Greece around the end of the month or in early April. Thet could be followed loter in the year by borrowings from state sector entities such as the telecom-munications authority OTE and Public Power Corporation which would make up the rest of the country's financing needs for

Yet choosing the right moment is an extremely delicate task for Greece which still faces resistance among bank lenders. Bankers say it will not be easy to convince their credit comto convince their credit com-mittees to create space in their books for fresh Greek borrow-ings without clear evidence that the austerity measures the austerity measures announced last autumn are actually working.

That would imply a need to

wait until the summer when figures for the first few months of 1986 become oveilable. Mr Papanicolou would prefer, bow-ever, to get this year's borrow-ing programme under way

He believes that the sharp fall in interest rates and oil prices bave already improved the current account balance of

GREECE IS gingerly preparing a return to the international capital markets after a sixmonth break in borrowing amid worries that its mounting foreign debts were getting out of hand.

Mr Spiros Papanicolou, senior central bank official responsible for negatiating foreign borrows.

Bank is also expected to lend Greece some \$400m this year. This leaves between \$500m and On current estimates Greece will have a total foreign borrowing requirement of some \$1.7bn bankers feel ought to be to \$1.9bn in 1986. The range

### **GREECE'S VITAL STATISTICS**

1982 1983

Current account payment Deficit (Sbn)
Foreign debt (Sbn)
Resi growth (%)
Inflation (%) 2.4 7.9 -0.6 -0.7 21.0

out of direct foreign investment,

degree to which confidence is restored as a result of pondingly higher.

There is a possibility that a

depends on the level of auto- try's return to the market is nomous capital inflows arising handled with care.

repatriction of funds by Greek workers abroad and foreign investment in real estate.

Last year these inflows totalled some \$800m. This year the bope is that they would rise modestly to cover debt repayments of some \$950m. This depends, bowever, on the degree to which confidence is This excludes refinancing of

the Government's eusterity programme.

Part of the gross borrowing requirement will be met by official borrowings including \$800m

\$800m representing a small proportion of its overall indebted-

Aiready Greece bas been dipping its toe in the water with some small privately arranged club deals. Earlier this month it raised C\$25m through 8 group of banks led by Bank of Novo Scotta, though this was specifically tied to the finance of Canadian exports to Greece.

The Bank of Greece has also just arranged o \$60m, five-year loan through a club deal led by Denmark'e Privotbanken.
The deal carries a margin of
just 1 per cent over London
interbank offered rates and in-15.0 option in that lenders cen 13.3 switch the borrowing from dol-lars into D-Marks at o present exchange rate.

That sort of twist would not be possible for a larger loan of the type the Bank of Greece is is now planning. This will require careful norsuring of relationship with banks and a clear retreat from the dictatorial approach Greece has adopted to foreign lenders in the past. Of particular importance will be the attitude of Japanese lenders who say they face resistance in their Tokyo bead offices to a country which many believe last year came to the brink of re-

short-term foreign debt of only contend with a high foreign debt unofficially estimated at around \$150bn and with the need to meet steadily rising amortisation payments over the next few yeors. For these are put at around \$1.4bn and they rise to o peak of \$1.8bn in 1988.

Last year's austerity measures, which may lead to a

small drop in real economic output this year, included devaluation of the drachma by 15 per cent, tough constraints on budgetary spending and domestic credit expansion— aimed et more than halving the balance of payments deficit from last year's \$3.3bn and cutting inflation to 16 per cent in 1986 from 25 per cent last year. None the less Greece'e economic outlook is particularly hard to read and bankers say they would like the Bank of Greece to mount a full-scale roadshow in financial centres so that they can have a closer look at its figures. Failing that, their decision to support new financing requests could be more an act of faith than anything else. It is, however, an act of faith that has paid off in other cases.

Portugal, another new EEC member, came to the brink of rescheduling in 1983, but it too their Tokyo bead offices to a country which many believe last year came to the brink of rescheduling.

In the event Greece was rescued by the EEC loan and by its own imposition of ousterity measures. But it etill has to rescheduling in 1983, but it too adopted stringent austerity measures as a result of which its balance of payments improved and its credit rating soared to the point where it has been able to refinance much of its older debt at sharply lower costs.

### Merrill incurs loss from alleged Japanese default

BY OUR FINANCIAL STAFF

MERRILL LYNCH of the US, which last month became the first foreign member firm on the Tokyo Stock Exchange, dis-closed yesterday that it had suffered unspecified losses as a result of an alleged default by a Japanese client.

This follows a similar

New Issue / March, 1986

\$300,000,000

8%% Notes Due 1996

**Merrill Lynch Capital Markets** 

Shearson Lehman Brothers Inc.

Smith Barney, Harris Upham & Co.

UBS Securities Inc. Wertheim & Co., Inc.

Yamaichi International (America), Inc.

Donaldson, Lufkin & Jenrette

Goldman, Sachs & Co.

Kidder, Peabody & Co.

**Eberstadt Fleming Inc.** 

Sogen Securities Corporation

Kleinwort, Benson

The Nikko Securities Co.

Alex. Brown & Sons

**Prudential-Bache** 

**Chevron Corporation** 

client was unable to pay, Merrill would accept the losses, which, he said, would "not be substan-tial" for its Japanese subsl-

The default announced by Wico involved shares in Nankai Electric Railway, an Osaka commuter route operator. It is announcement on Tuesday by W. I. Carr (Overseas) (Wico), the Far East stockbroking arm of Exco International, the UK money broker. Exco bas agreed to settle a £30m deal on which it faces potential losses of some standing 1.1 per cent stake in Nankai. Market trading in Nankai

Mr Tom Debow, a Merrill shares soared last week, reach-vice-president, said a client ing a peak on Thursday when "did not meet his obligations" 8.4 per cent of the company's in settling an account. If the equity changed hands.

### Henkel expects to show sharp rise for 1985

By Our Financial Staff HENKEL, the West German

mical group best known for its brands of washing powders, expects a big improvement in profits for 1985 despite weak Turnover for last year dipped by 1.3 per cent to DM 9.2bn (\$4.1bn). But the company ex-

plains that the sales performance reflects restructuring and that earnings have moved ahead strongly.

For 1984 Henkel, which came to the German stock market last year via a DM 400m share flota-

tion, increased profits by 25 per cent to DM 130m on a turnover of DM 9.3bn.
The recent restructuring of loss-making operations removed some DM 400m of turnover from the 1985 results. Foreign

sales for last year rose by 68

### **US QUARTERLIES**

PERCEN BRUMSWIG

п	Second quarter	5	5
Н	Revanue		694,4m
ı	Revenue	6.4m	0.9m
П	Not per share	0.48	0.44
П	0ix months	1 614-	1.09bo
П	Revenue		11.300
Н	Net per share	094	0.85
П	Wat ber augio	0.04	0,00
	CONAGRA		
ı			
ı	Food processing Third quarter	1005.06	1904-06
	tung domai.	1985-66 S	\$
lł	Revenue		
ı	Net profits	20.79m	16.65m
	Net per share	0.81	0.55
	Nine months		
	Revenue	4.32bn	4.11bn 64.37m
1	Nat profits	73.31111	1.90
	URL has susta	2.10	1.00
	GT. ATLANTIC & PACI	EIC	
l			
	Rersiler	1985-86	100 A GE
	Fourth quarter	5	S
ı	Revenue		1.42bn
	Net profits		18.3m
1	Nat per share		0.49
	Year		•
	Ravenus	0.62bn	0.88bn
	Revenus	0.62bn 88.3m	0.885n *215.8m
	Net profits	0.62bn 88.3m 2.33	0.885n *215.8m 0.74
	Net profits	0.62bn 88.3m 2.33 credit an	0.885n *215.8m 0.74 d \$135m
	Net profits	0.52bn 88.3m 2.33 credit an	0.885n *215.8m 0.74 d \$135m
	Revenus Net profits Net pershara * Includes \$30m tax of pansion earples.	0.62bn 88.3m 2.33 credit an	0.885n *215.8m 0.74 d \$135m
	Net profits	0.62bn 88.3m 2.33 credit an	0.885n *215.8m 0.74 d \$135m
	Revenus Net profits Net per share Includes \$30m tax opension earples HUMANA	credit en	0 \$130nt
	Revenus Net profits Net per share Includes \$30m tax opension earples HUMANA	1985-86	1964-85
	Revenus Net profits Net per share "Includes \$30m tax of pansion earples. HUMANA Hospital eperator Second quarter	1985-86	1984-85
	Revenus Net profits Net per share "Includes 530m tax of pansion sarples. HUMANA Hospital sperator Second quarter Revenue	1985-86 \$ 858.8m	1964-85 5 710.8m
	Ravenus Net profits Net per sharo "Includes 530m tax o pansion earples. HUMANA Hospital eperator Second quarter Revense Net grofits	1985-86 \$ 858.8m 53.7m	1964-85 \$ 710.8m
	Revenue Net profits Net per share "Includes 530m tax opension earples.  HUMANA Hospital eperator Second quarter Revense Net glofits Net per share	1985-86 \$ 858.8m 53.7m	1964-85 \$ 710.8m 51.3m
	Ravenus Net profits Net per shard "Includes 530m tax opension sarplas. HUMANA Hospital sperator Second quarter Revense Net glofits Net per share Six months	1985-96 \$ 858.8m 53.7m 0.54	1964-85 \$ 710.8m 51.3m 0.52
	Ravenus Net profits Net per shard "Includes 530m tax opension sarplas. HUMANA Hospital sperator Second quarter Revense Net glofits Net per share Six months	1985-96 \$ 858.8m 53.7m 0.54	1964-85 \$ 710.8m 51.3m 0.52
	Revenue Net profits Net per share "Includes 530m tax opension earples.  HUMANA Hospital eperator Second quarter Revenue Net grofits Net per share Six months Revenue Net profits	1985-86 \$ 858.8m 53.7m 0.54 1.66bn 109.8m	1964-85 \$ 710.8m 51.3m 0.52 1.37bn 105.8m
	Ravenus Net profits Net per shard "Includes 530m tax opension sarplas. HUMANA Hospital sperator Second quarter Revense Net glofits Net per share Six months	1985-86 \$ 858.8m 53.7m 0.54 1.66bn 109.8m	1964-85 \$ 710.8m 51.3m 0.52 1.37bn 105.8m
	Revenue Net profits Net per share "Includes S30m tax opension earples.  HUMANA Hospital eperator Second quarter Revenue Net grofits Net per share Six months Revenue Net profits Net profits	1985-86 \$ 858.8m 53.7m 0.54 1.66bn 109.8m	1964-85 \$ 710.8m 51.3m 0.52
	Revenue Net profits Net per sharo "Includes S30m tax opension earples.  HUMANA Hospital eperator Second quarter Revenue Net grofits Net per share Six months Revenue Net profits Ner per ehere SEAI - CONTAINERS	1985-86 \$ 858.8m 53.7m 0.54 1.66bn 109.8m	1964-85 \$ 710.8m 51.3m 0.52 1.37bn 105.8m
	Revenue Net profits Net per share "Includes 530m tax opension earples.  HUMANA Hospital eperator Second quarter Revenue Net grofits Not per share Six months Revenue Net profits Nor per choice SEAI - CONTAINERS Ferries, shipping	1985-86 \$ 858.8m 93.7m 0.54 1.66bn 109.8m 1.11	1964-85 \$ 710.8m 51.3m 0.52 1.37bn 105.8m 1.07
	Revenue Net profits Net per sharo "Includes S30m tax opension earples.  HUMANA Hospital eperator Second quarter Revenue Net grofits Net per share Six months Revenue Net profits Ner per ehere SEAI - CONTAINERS	1965-86 \$ 858.8m 53.7m 0.55 1.65 1.09.8m 1.11	1984-85 710.8m 51.3m 0.52 1.37bn 105.8m 1.07
	Revenue Net profits Net per sharo "Includes S30m tax opension earples.  HUMANA Hospital eperator Second quarter Revenue Net grofits Net per share Six months Revenue Net profits Net profits Six months Fernies, shipping Fourth quarter	1985-66 \$ 858.8m 53.7m 0.54 1.666m 10.9.8m 1.11	1984-85 \$ 710.8m 51.3m 0.52 1.275.8m 1.07
	Revenue Net profits Net per shard "Includes 530m tax opension earples.  HUMANA Mospital eperator Second quarter Revenue Net glofits Net per share Six months Revenue Net profits Net profits Net profits Second quarter  SEAI - CONTAINERS Ferries, shipping Fourth quarter	1965-56 \$ 858.8m 53.7m 0.54 1.66bn 109.8m 1.11	1964-85 \$ 710.8m 51.3m 0.52 1.37bn 105.8m 1.07
	Revenue Net profits Net per sharo "Includes 530m tax opension earples.  HUMANA Hospital eperator Second quarter Revenue Net grofits Net per share Six months Revenue Net profits Net profits SEAI CONTAINERS Fernies, shipping Fourth quarter Revenue Net profits	1985-86 858-8m 53.7m 0.54 1.66bn 109.8m 1.11	1964-85 \$ 710.8m 51.3m 0.52 1.37bn 105.8m 1.07
	Revenue Net profits Net per sharo "Includes S30m tax opension earples.  HUMANA Hospital eperator Second quarter Revenue Net grofits Net per share Six months Revenue Net profits Ner per chere SEAI - CONTAINERS Ferries, shipping Fourth quarter Revenue Net profits Net per share	1985-86 858-8m 53.7m 0.54 1.66bn 109.8m 1.11	1964-85 \$ 710.8m 51.3m 0.52 1.37bn 105.8m 1.07
	Revenue Net profits Net per share "Includes 530m tax opension earples.  HUMANA Hospital eperator Second quarter Revenue Net grofits Net per share Six months Revenue Net profits Ner per enere SEAI- CONTAINERS Ferries, shipping Fourth quarter Revenue Net profits Net per share	1985-86 858.8m 53.7m 0.54 1.66bn 1.11 1985 \$ 135.6m 14.64m 10.75	1964-65 \$ 710.8m 0.52 1.37bn 105.8m 1.07
	Revenue Net profits Net per sharo "Includes S30m tax opension earples.  HUMANA Hospital eperator Second quarter Revenue Net grofits Net per share Six months Revenue Net profits Ner per chere SEAI - CONTAINERS Ferries, shipping Fourth quarter Revenue Net profits Net per share	1985-56 858.8m 53.7m 0.54 1.66bn 109.8m 1.11 1985 \$ 135.6m 14.64m 10.75	1964-85 \$ 710.8m \$1.3m 0.52 1.37bn 105.8m 1.07 1984 \$ 133m 0.98

# Fiat increases stake in SNIA

BY ALAN FRIEDMAN IN MILAN

SNIA BPD, the Italian fibres, munitions and chemicals group which has Fiat as a major share-holder, is paying L376bn which bas Fiat as a major share-bolder, is paying L376bn (\$244m) in shares to buy Bio-engineering, a Fiat subsidiary. The result of the deal, to be effected by means of the issue of 87.4m new SNIA chares, priced et L4.300 each, will lift Fiat's etake in SNIA from around 24 per cent to 37 per cent.

Fiat ie understood to have

Bioengineering shares and may well now hold effective control

profits of L10.5bn, Bioengineering owns 75 per cent of the publicly quoted Forin which has a current market capitalis-ation of L491bn.

auon of LASIDE.

SNIA yesterday said that its
1985 operating profits totalled
L389bn essentially unchanged
on 1984. SNIA turnover rose

recently been buying additional by 11.3 per cent to L2,328bn and is forecast to rise this year to L2,626bn. SNIA did not yesterday disof SNIA.

Bioengineering had 1984 net profits of L10.5bn. Bioengineering owns 75 per cent of the publicly quoted Forin which has a current market capitalisation of L491bn.

SNIA did not yesterday discipled in the profits of less 1985 net profits of compressors and sewing machines, reports o net profit of L9.5bn for 1985, a 22 per cent rise. Sales rose 11 per cent to L348bn. The board voted of 1985 operating profits totalled dividend of L210 for each carried share and L170 for the saving share and L170 for the

### FT INTERNATIONAL BOND SERVICE

Listed are the 200 latest international bonds for w

isted are the 200	Affar	THICK THE CONTRACTOR -
IS DOLLAR		Change on
TRAIGHTS	Issued	Bid Offer day week Yield
1/3 C7		*** 1041 0 -02 8.00 7
mex Credit 10% 90	100	4108 1085 -U5 -U5 8.42
den, Richfield 10's 00	250	40EL 40EL -04 . 0 7.24 . 1
neterly Com. 11 95		1154 1154 -04 -04 8.49
estralia Com. 11 95	100	1174 118 404 ~04 6-22
e Capital 174 92	150	1091 1091 0 -07 4.36
e Capital, 174 92 ampbell Soup 1012 95	700	1114 1117 0 -012 8.63
anade 9 95	7000	104- 10500- 0-26
anada 112 90	<b>500</b>	
unedian Pag. 104 93	100	1071 1071 +03 +03 9.25
EPME 104 91	100	
iticorp 10 89	200	
iticorp 10 95	200	
iticom 10% 25	200	1043 1047 -05 -05 9.84
redir Lyonneis 9 81	200	
rectly National 9's 93	750	1041 1041 0 0 8.26 108 1081 + 01 - 01 8.17
enmark Kadm. 114 89 Januark Kadra. 114 90	100	110- 110- 0 -0- 8-36
enmark Kodro. 114 90	100	1134 1135 +05 -02 8.57
Jenmark Kgdm. 11% 92	700	107 1072 -04 -04 8-81
DF 10 95		1023 1034 +04 -04 7.87
EC 64 91	150	104-2 105 0 -04 8.27
EC 94 90	360	108% 108% -0% -0% 8.77
EC 94 90 18 10 94 18 12 95	200	1201, 1201, 0 -11, 8.67
18 12 95	290 150	1103 1114 +04 -14 8.04
II Lilly 10% 92		1081 109 +04 -07 5.24
quit. Lrd. Alty. 10% 97	100	1067 1071 -01 -01 7.03
xport Day. Cpn. 10 90		1094 1094 -04 +04 8-60
ed. Dep. Stro. 10% 96 erd Motor Crd. 10% 01	150	107 1074 +04 -04 8.80
ord Motor Crd. 114 90	100	1084 1094 +04 -04 8.56
ord Motor Crd. 12 99	100	1144 110 +04 ~04 5.47 J
on. El. Cred. 10% 00	200	4053, 4057a 0 ~0% 0.50
MAC 104 89	200	1052 100 +0% 0 0.13
MAC 104 97		107 2 108 0 +0% 8.85
MAC 10% 92	200	1081, 1087, O - 0's 8-53
A DO 101 DE	160	1124 1134 +04 -04 6.46
ellogg Co. 10's 90	100	1084 1074 +O4 -U5 4490
Leuogg Co. 10" 90 Sellogg Co. 11" 92 Hippon Cr. 8k, 10" 95	100	4001, 4044, -04 -04 9.US 1
lippon Cr. 8k. 10% 95	150	1114 1124 -04 +04 8.75
HISDERY CO. IVE 33.1.	100	108% 106% -0% -0% 8.89
roct. & G. 'A' 9's 92 ru Realty S. 12's 95	150	1045 1054 0 -05 8.88
ru Realty S. 124 95	546	
lantes Airways 10% 95	140	
sebec Hydro 114 92	100	1114% 114% -0% -1% 8.65
ucensid. Gvt. 104 96 alston Purina 114 95	100	1104 1104 -04 +04 0.56 1174 1184 0 -14 0.78
alston Puring 11% 95	150	117% 118% 0 -1% 0.78 117% 118% 0 -1% 0.78
lasb Ocania 91, 81	125	1044 1044 +04 -04 8-35
askstchewan 104 92	100	1084 1064 -04 -04 8.77
candinavia Air 10% 95	150	103 1034 -04 +05 0.61
tata 8k. S. As. 64 93	100	40CL 4072 + CL 0 007
tatoil 10 90	170	110% 111% 0 -0% 5.51 108% 100 -0% -0% 8.14
. Wales Trsy. 114, 90	100	108-5 100 -00- 8-14
wed. Exp. Cred. 10 92		1031 1037 +01 -01 0-30
weden 10 <sup>3</sup> a 92 Weden Kodm, 10 <sup>7</sup> a 90		109- 110 +0- +0- 8.03
weden Kgdm. 10% 90 weden Kgdm. 11% 90	100	1127-1141041 5.30
Weden Koom. 17 5	150	107 1074 +1 +04 5.54
ennece Cpn. 10% 95		105% 110% 0 +0% 0.07
Jtd. Tech. Fin. 104 95	150	1131 1131 -05 -05 0.69

ctorian Rep. 11% 92	150	7134	113%	-0,	-0%	0.63	
erid Bank 94 2010	300	1094	1094	+04	-074	0.85	
erld Bank 104 95	300	1123	1134	+0%	-0,3	0.10	
Average price chang	~ ~	. day	0 00 4	wask	-04		
WASINGS BUICE CHAIN	,as v	,					
EUTSCHE MARK			(	Chare	e on		
TRAIGHTS	Issued	214			weeh '	ridd	
110-12-11-1-	200		1983		-02	6.67	
sian Gev. Bank 8 94		1011	102%			0.22	
ustrian Elec. 61, 96	150	1017	1035	TV	_07	6.87	
penhagen 75 95	150	102'8	1037	±87.	T-01	e.25	
ow Chemical 64 95	300	TU3~4	103's	TUN	TUR	0.10	
8 87, 95	300	705%	1057	+04	TOT		
8 74 94	300	105	1061	+05	0	6.31	
nhart Cpn. 6% 95	175	107	101%	-04	-0%	0.54	
L Im. Sk. Korea 74 90	100		1024			7.05	
nland Republic 7 92	200		1047			8.05	
ould Int. Fin. 7% 91	100		1034			5.50	
eron Intl. Fin. 74, 95	100		9874			7.48	
besch Intl. Fin. 7 95	100		1034			5-54	
siand 81, 92	150		1084			e.52	
5 Elsam 64 93	125		100%			0.81	
pas Fin. Con. 74 91	100	1057	100	+0%	+0%	6.28	
tsbshl. M. 3's 89 WW	100	1053	1063	+05	-05	1.47	
tabahi. M. 34 89 XW	100		524			5.50	
uebec Hydro 74 95	200	106%	107	ō	+0%	5.15	
enie 74 95	100		1064			S.86	
on the stand 71 OF			1044			6.63	
oc. C. Nuclear 74 95	100		106			5.70	
oc. C. Naclear 8 91			37%			8.26	
Alrican Tren. 75 92							
orld Bank 7 85	600	L'CAL	106%	TU		0.10	
Average price change	ps4O:	d OSA	+0%	DIJ WH	Hek Q		
wiss franc			'	CURIN	ge on		

WARLE DE CLICA CHAN	A			-11.		
SWISS FRANC STRAIGHTS	1ESU6C	Bid			ge on week	
Avon. Cap. Con. 5% 94 8r. Land. Comp. 6% 96	75	1105		+01,	-0,5	
Chrysler 5% 96	160 120		105%	+14	+0%	5.07
Creditanstalt 5'z 94 Oaatsche Bk. Fla. 6's 95 El8 5's 84	100 120	†1001 †105	105 1054	+1	+04	4.68 5.12
Gen. Occidentels 412 94 Glendala F. S&L 612 95	100	1991	1114 994 1024	O.	Ō	3.03 e.55
Ind. F. Finland 5. 94 Im. Am. Ov. 8k. 0. 94 N. Zeeland Steel 5. 94	120	†103 †101	103 <sup>1</sup> 4	+0% +0%	+04	5.43 0.05 0.60
Oberes. Kitwh. 5½ 95   Olivetti Intl. 5½ 95	100	°†103	1034	+04		5.14 5.07
Papsico 54 95 Phibro-Selomos 54 97 Releton Parina 54 94	110		, 100°	0		4.58 6.05 4.39
Tokyo Elec. Pr. 57 53 Tokyo Metropolis 54 94	120 00	11017	4 103½ 4 102	-04	-07	4.50 4.58
World Bank 54 94	. 790	**103				8-18

EN STRAIGHTS anada 8½ 01 wed. Exp. Crd. 5½ 98 yets 6½ 93 vair 0ianey 6½ 93 Average price diable	10 20 10 15	101% 102% 95 1037, 99%	0ffer 1025 1035 1035 104 952	-012	-04 +04 -04 0	Yiel e.c 0.2 5.7 6.1
VARISTE buse sum	A.z	ni vay	V UH	******	-44	

•	ich there is an adequate secondary market.  Closing prices on March 1
,	Change on
1	OTHER STRAIGHTS Jacund Bid Offer day work Yie
۱	A. & NZ Bk. 154 90 A\$ 50 1044 1054 +04 +04 13.
ł	8MW Finance 13 90 AS 50 1001, 1011, +01, +01, 12
ł	First Finance 14'2 99 AS 50 100's 101's +0's +0's 14.0
ı	LB Schlaws, 144 81 AS 50 7034 1044 +04 -04 124
ı	Amex 10% 50°C5 50 1104 1044 0 +04 8
t	Canad. Pac. 104 90 C\$ 75 1104 1047 0 +04 8.
I	CIBC 104 90 CS 75 *11004 1004 -274 -274 70. Genetar Fin. 114 95 CS 75 *11034 1044 +04 +04 11.
ł	
ı	
I	Ryl. Trustco 10% 90 C\$ 75 1101 101% 0 -0.210. Seare Acc. 10% 92 C\$ 76 1104 1047 +0% +0% 9.
ł	Seere Acc. 104 82 CS 76 *1104 1047, +04 +04 9, Coca-Cola F. 17 90 NS 75 1064, 1072, 0 +074 14.
1	Denmark 17, 89 Ne 50 197, 98, +0, +4, 18.
ı	Unilover Cp. 17 2 89 NS 50 198 98 0 -0 17.
١	Copnhagn. C. 8 95 Ecu 40 106 105 -0 +0 8.
Į	Eutelsar 8 93 Ecu 50 102 102 -1 -1 9
ľ	Walt Oisney 83 94 Ecu 63 1047 1051 -04 + 17 7
Į	nonde vvv 3'4 vo H 100 105% 105% +0% -0% 2
ı	Honda XW 34 90 Fl 100 914 914 +04 +04 0.
l	Thyssen 74 90 Fl 50 103 1031, 0 -01, 6.
1	Wereldheve 7's 90 Fl 76 103 1034 0 +04 e.
t	Wessenan 64 90 Ft 50 1013 1013 0 +03 6
l	Eurofime 114 92 FFr 300 1084 1084 0 -04 8. Amey 11 93 C
ſ	
ì	Australia Com. 11 92 £ 40 105 105 +03 +03 +13 9 E18 11 93 £
ł	GMAC UK F. 10 90 £ 30 103 703 +0 +0 +0 0.
1	Imp. Ch. Ind. 114 95 £ 100 108 1084 +04 +1 8.
Į	tmp. Ch. Ind. 104 92 £ 75 1034 1044 +14 +14 0.
1	McOonside 10% 90 E 40 1034 1034 +1 +04 0.
١	Mtsbshi, F. HK 11 90 E 50 1034 1037 +14 +12 0
1	NSW Treasy, 10% 92 £ 50 1024 1034 +14 +14 0
ı	Hank Xerox 11 92 E 40 104% 104% +0% +0% 8
1	Hoyal Inc. 10% 92 £ 00 102% 103% +1% +1% 10.
ı	J. Sainabary 10% 53 E 60 103% 104% +0% +1% 10.
j	Tricentrol XW 11 92 £ 35 186 86 +1 +14 14.
l	Tathse. Force 114 90 £ 50 103 1034 +14 +02 10. World Banh 11's 95 £ 100 110 1204 +14 +14 -9
1	
ł	COE 8% 95 LFT 600 100 100% 0 0 0. N. Luz. Al. 10% 92 LFT 900 103% 103% 0 -0% 9.
ı	10. 102 100 1004 0 -04 5.
١	FLOATING RATE
l	NOTES Preed SM Offer C.dte C.c.
ı	Anglia Bidg. S. S 98 C 04 99.90 100.00 14/4 11
١	Beiglum, Kngdra, of 91 0 100.14 100.24 10/8 8.
ı	8NP 54 95 0.05 101.10 101.28 10/7 8. Britannis 5 93 £ 0% 98.91 100.01 0/4 11
١	
1	CCF 54 87 0 99.38 99.48 6/4 0. Citicarp 6 2005 0 99.10 99.29 27/3 5.
ı	Ciricoro e 2005 012 99.10 99.29 27/3 5.

COE 8's 95 LFT	600	700			0.82
N. Lux. Al. 1012 92 LFr	600	1037,	1034	D -03	9.72
FLOATING RATE					
	presc	BH 1	Offer	C die	C.epn
Anglia 8ldg. S. S 98 £	O-	99.90			113
Belgium, Kngdro, of 91	ō.	100.14	100.24		8.00
8NP 54 95	0.05	101.10			2.05
Britannis 5 93 £	0	98.91	100.01		114
CCF 5% 97	ŏ	99.38			0.06
Citicerp @ 2005	0270	99.10			5.04
Citicorp e 2035	0 225	98.10			0.04
Credit Lyonnais @ 2000	0,77	100.10			8.08
EEC 3 92 OM	07	98.99			4.44
EEC 5 90	03m	99.99			8.08
EEC 54 93 Ecu0	1312	96.88			0.91
ENEL 0 2000	0,2	100.17			85
Ireland 54 97	ŏ.	100.18			e.44
Lloyde Bank Perp	0	100.17			87
Midland Sk. Perp. S	0-	100.02			0.4
NatWest Perp. A	50%	100.10			
NatWest Perp. 8	50%	100.15			5.31
New Zealand 5 97 £	0.07	99.28			8% 11.57
New Zealand @ 2001	Ö	100.00			82
Prudential Cpn. 4 95 £	0.1	09.50			11.78
R. Sk. Scotland 5 Pero.	Ö.	100.09			
Societe Generale 51 97		100.08			8.44
United Kingdom e 92	2,0	100.03			
Woodside Fin. 54 87	ŏ	96.46			
Woolwich @ 95 £	ŏ.	96.85			
Average price chance		On day			11.68

CONVERTIBLE BONDS Ajmomoto a 99	Cnv.	Cnv.			Cha.	
BONDS	data	orice	Rid	Offer	Asv	Corp.
Ajmomoto a 99	4/84	1053	176	1767.	=44.	4.7
Comcast 7 2000	12/86	23.87	+1 202	1711	T.03	-
Fenue 34, 96	1/84	7012	2021	2071	I	-
Fujl Hvy. Inds. 2 2000	8/95	676	1021	1027	TU%	00.4
Fujitsa 2 99	5/84	1330	1021	TOL.	-2-	-0.2
Kamagai Gemi 31, 2000	3/05	860	1007	104	-14	8.4
Manual 21 DO	2/00	4400	230	230-	-734	e.s
Marui 312 99 Minoita Camera 21, 94	//84	1162	2104	ZIO	+0%	-1.2
Minorta Camera 24 94	2/86	1106	59	100	+0%	24.2
Mitsubishi Beek 27 00	2/62	1/45		1194	-2	-4.
Mitsubiehl Elec. 2% 00	3/85	422	109	110	-13	-0.6
Mitaul Banh 24 01	4/96	101.S	105	1057	-0-	-80.4
Mareta 31, 2000	7/84	2398	126	127	-0%	13.2
Nippos Elec. 27 2000	1/85	1295	1271	120	+04	20.5
Nippes Oil Co. a 2000	6/86	922	1461	140	-31	30.4
OK! Elec. Ind. 31, 98	10/04	505	9051	1407	-34	-4:
Sanwa Bank 2% 2000	10/05	1404	TOTAL STREET	TOD 's	0	1.7
Salient Hause 2 do	14/63	4400		124	-z	-5.4
Sekisul House 3 98	6/64	512	2164	2174	-44	2.3
Sumitomo Bk. 29 2000	8/65	Z142	1174	1195	-25	-4.6
SEMITOMO CPA. 24 99	елм	100	1971	. 1071	- 31	-40
INIVO TURNO 34 XIII)	3.785	70772	4122	454	•	
10KVQ 3 VQ E1, 3% 98	12/66	777	3031	. 3031	1.00	
CORNER LIMER, 3 2000	4/155	1724	40/26	4074	- 67	
Nippen Oil Z's 92 SFr	2/84	1053	44071	4001	~.	1.5
Nin Chlones 2 92 PE-	3/04	1032	7 1077	7	. 0	3.1
Nip. Shinpen 2 92 8Fr		90,	T1824	1937	+105	, 78.1
Asics 5 92 OM	12/83	520	110%	777%	+0%	74.5

wn 3's 90 OM ..... 3/85 675 1164 1164 -0% No laformation evallable

# Accountancy Appointments

### FINANCIAL CONTROLLER

With the backing of a substantial worldwide group this international trading company continues to experience exceptional prowth. This highly commercial role carnes responsibility for bank negotiations relating to new projects, currency deatings, monitoring and controlling overceas operations and contract avaluations. Applicants should be qualified ACA's, ideally possessing international trading experience, with the abolity both to take on the unexpected and to operate in a progressive commercial environment. Ref: CV.

W. LONDON

To £25,000+Car

To £25,000+Car

### **BUSINESS ANALYSIS**

This diverse UK group continues to expand both organically and through acquisition. Providing an independent assessment of the performance of UK operating companies, the Group Management Accountant is responsible for the review and interpretation of monthly management information, business enalysis, investigations etc. Suitable candidates, aged 28-32, will be qualified accountants possessing commercial awareness, an analytical approach and excellent interpersonal skills. Ref: JG.

To £26,000+Car

A recently formed City based brokerage seeks an ambilious qualified accountant for a development role. Responsible for all aspects of finance, the position calls for knowledge of Loyds procedures and the ability to respond quickly and positively to the demands of high growth. The successful candidate will possess ambition and drive and display the necessary commitment to function effectively at the most senior levels. Ref. PAB.

C. LONDON

£20,000+Caf

ROMAN HOUSE, WOGD STREET, LONDON EC2Y 5BA. 01-638 5191

ROBERT HALF

SOUTHEND TRANSPORT LIMITED

### Financial director/ company secretary

c £19,000 + car



For e new public transport company shortly to take over operation of the existing bus undertaking from the Borough Council. The company is expected to have a turnover of around £5m in its first full financial year. A particular feature of the business is the innovative express service to London and Heathrow Airport, started some years ago and which now represents a substantial element of the business. The company will initially provide engineering services for the Council's

Reporting to the Managing Director you will have total responsibility for the financial function and for company secretarial matters. Your first task will be to review existing financial and management accounting systems for the control and monitoring of the company'e operations and, if necessary, design and implement improvements. Thereefter you will play a key role in the planning, budgeting, control and monitoring of the company'e finances while also acting as Company Secretary.

As a qualified accountant you must have proven experience ideally in a controller role, preferably gained in a commercial or industrial environment and should be familiar with computerised accounting systems. You should have a consultative management style and first class interpersonal skills.

Applications are also being invited for the post of Managing Director. Résumés including e daytime telephone number to Torrance Smith, Executive Selection Division, Ref. SF467.

Coopers &Lybrand associates Coopers & Lybrand Associates Ltd management consultants

10 Bouverie Street London EC4Y 8AX

### FINANCIAL **CONTROLLER**

recest to use the

recest to res the join.

did not yearly the some recept to the profit of the profit of

gree and fill fel

ernadary actic

57 - 70-

FOR WEST LONDON INSURANCE GROUP

Medium sized [T/O £3m] specialist company with large client list seeks a linancial controllet capable of working on their own Initiative with a small management team where they will have an opportunity to contribute to the overall direction and growth of

The successful applicant should be between 28-45 years of age with several years post qualifying experience in a service industry, preferably insurance based but not essential.

The responsibilities of the post will be for the full accounting and financial control of the group, including the management of the existing accounts department. all statutory accounting functions, budgetary control, financial appraisals, monthly management reporting computerised accounting experience is essential. and statistical analysis. General computer and The Financial Controller will report to the

Chairman and Board of Directors. Salary negotiable but to include company car. private medical insurance and pension. Please send full C.V. to D.J. Simpson, Chairman, or telephone Marie Lebentz for an application form on



01-995 1414.

319-327 CHISWICK HIGH ROAD, LONDON W4 4HH

# **General Manager**

**Finance** 

Our client is a British group specialising in the distribution and retailing of fuels and jubricants. They are seeking a general manager to lead their accounting function.

Reporting to the Chief Executive, and responsible for a small department, the manager will provide a financial service to two major operating divisions. In particular they will prepare monthly accounts, control the group computing facility and manage the preparation of statutory returns.

Ideal candidates will be qualified accountants, aged around 30, with at least 3 years' commercial experience. Apart from technical competence as an accountant, the candidate must be able to ensure tight control over widespread operating units. As a key member of the management team they will have the personality to represent the financial point of view. Experience of computerised systems is essential, knowledge of a Data General MV4000 would be beneficiel. A willingness to travel within the UK is required.

The salary will be c£22,000, a company car is provided along with free medical insurance and other benefits.

Please write in confidence to: Joanna Corr (ref 4551).



### FINANCE DIRECTOR

WESTBURY, WILTSHIRE Circa £20,000 plus Car

Tann Synchronome Ltd. part of Walter Runciman Pic is an established UK manufacturer of clock, fire claim & access control systems. In addition to the Westbury factory the company has 5 regional sales, engineering and service centres in the UK and a small

subsidiary in Belgium.

We are seeking an energetic, qualified accountant, probably between 30 and 40 years old, with a solid commercial and manufacturing background to join our newly restructured management team.

You will need to demonstrate an ability to introduce and maintain effective financial controls and disciplines into a multi-facet company and to combute generally to the development of a

The salary will be around \$20,000 p.a. with a quality car and usual benefits.

Please write, with full details to me, Alex Collister, Managing Director, Tann Synchronome Limited, Station Road, Westbury, Wilishire BA13 3JT

**ETANN,SYNCHRONOME** 

BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER. NEWCASTLE, SHEFFIELD and WINDSOR

### First Move To Industry

Within the Central Finance Function of a leading British Public Group London, £16,000, excellent benefits

To work within the Central Finance Function of one of Britain's largest corporations, engaged in e wide variety of industrial and consumer activities. This function provides the Board of Directors with regular information and advice on corporate strategy and also gives a consultancy service to subsidiaries.

The person eppointed will report to the Financial Accountant end play a major role in the continuous enhancement of financial control and management information systems, working closely with the finance management of the Group end tha subsidiary companies.

The position will ideally suit a recently qualified accountant (ACA/ACCA) who has had exposure to large company consolidations using micro-computers.

The position will provide ideal experience and eoable the job holder to exploit the outstanding prospects of advancement.

Male or female candidates should submit in confidence a comprehensive c.v. or talephone for a personal history form to A. Coxen, Hoggett Bowers plc, 1/2 Honover Street, LONDON, W1R9WB, 01-409 2766, quoting Ref: 134/FT.

### **CHARTERED ACCOUNTANT** Saudi Arabia

Our client, Petromin-Mobil Yanbu Refinery Co. Ltd., is a Saudi Arabian Limited liability company jointly owned by the General Petroleum and Minerals Organisation and Mobil Oil Corporation. The Company is based in Yanbu, on the Red Sea, and its 250,000 barrels per day export fuels refinery is one of the most modern in the world in Technology, equipment and business systems.

The Company is offering an opportunity for a Chartered Accountant (or equivalent) who is fluent in spoken and written Arabic and English, Previous experience in commerce or industry is desirable but not

The successful applicant will be assigned to suitable middle management or supervisory positions in the audit, linance or accounting functions in the company.

Salary and benefits for the appointment are negotiable,

commensurate with the successful applicant's qualifications and

commensurate with the succession applicants specified in attornalities. This vacancy is open to accounting professionals of all nationalities. Nationals of the Kingdom of Saudi Arabia are encouraged to apply. Please write in strictest confidence, quoting ref: 13Q/CA, and enclose all educational and career history to: Webb Whitley Associates Ltd., Castle Gate House, 8 Quarry Street, Guildford, Surrey. Telex: 859927, Facsimile: Guildford (8483) 504955.



### FINANCIAL CONTROLLER

DYNAMIC INTERNATIONAL CONSTRUCTION CONSULTANTS

BIRMINGHAM

£20,000 PACKAGE + CAR

Our chient is one of the most successful specialist £ multi-million service groups, providing professional Quantity Surveying, Cost Management and Project Management Services of the hignest standards to the construction industry.

With an expanding and impressive client portfolio, it is now necessary to appoint an experienced and self-motivated accountant as Financial Controller to control the daily accounting activities of the Group. Reporting to the Finance Director the ideal candidate will be a qualified ACA or ACCA, experienced in commerce, aged 28-40 years, and used to preparing financial and management accounts to strict deadlines. The ability to control a computerised accounting system is essential.

This key position offers first-class career prospects and excellent benefits.

Please opply in writing with full c.v. to: P.E.G. MANAGEMENT SERVICES LIMITED 54 Welbeck Street, London WIM THE

Ref: 147

# Partner Potential

### Financial Consultancy

### Manchester

As one of the leading international firms of chartered accountants and business advisers, we provide high quality and wide ranging services to clients of all sizes. Within our services, management consultancy plays an important part and is enjoying rapid growth; as part of our planned future growth, we are seeking a further first class experienced professional, with short term partnership potential to manage our financial consulting team based in Manchester.

As part of a high calibre team there is the opportunity to work with staff from all disciplines, identifying market needs, further developing our client services and making a substantial contribution in a highly varied environment. The position offers a stimulating, challenging and rewarding career opportunity for an accountant who enjoys a fast pace, and has the potential to become a partner sooner rather than later.

The successful candidate will probably have a degree, be in their mid 30's and

will have the significant experience of management in industry, commerce or the public sector. This should also include proven achievements in one or more of the following:

- planning and forecasting development and implementation of management accounting systems

- implementing computer based management information systems Experience as a consultant with a substantial firm is also highly desirable. Remuneration will reflect the quality of the person sought and the short term

partnership prospects. Please write in confidence detailing your experience and present salary to John Calvert, Peat, Marwick, Mitchell & Co., Management Consultants, Century House, 7 Tib Lane, Mandiester M2 6DS.

# **Chief Accountant**

£attractive + car

Spillers Foods an established UK leader In the pet food and human food markets now seeks a mature, well qualified accountant to help strangthen its already successful

Reporting to the Divisional Financial Controller, you will be directly responsible for the fulfilment of all statutory and company eccounting requirements. The management of all aspects of intamal audit and financial reporting, including weekly, monthly and annual managament and statutory eccounts and reports will also be part of your briaf. An important function of this role will be the organisation and monitoring of forecasting, planning and budgetting procedures to meet company and Group financial objectives.

Firm and effective policies for financial control are required, and the Chief Accountant must implement and maintain the procedures and systems needed to assist accurate and profitable financial decision making.

This is a key appointment calling for a fully qualified ACA, ACCA or ACMA with a minimum of four years' post qualification experience, gained in both financial end management accounting. A good communicator, you must be highly motivated, with the drive and enthusiasm needed to orgenise and lead others. Previous exposure to sophisticated computer-based systems is essential.

We offer a competitive salary, and a company car, plus the attractive range of benefits you would expect from a member of a major, multi-national group. Assistance with relocation expenses will be given, where appropriate. Please telephone Mike Langley, Personnel Controller on 01-949 6100 ext. 436 for en

application form. Spliters Foods Limited, New Malden, Surrey.



Spillers Foods

### FINANCIAL ACCOUNTING MANAGER Excellent salary + package negotiable

THE BANK OF ENGLAND wishes to appoint a Chartered Accountant to manage its

financial accounting function. Primary responsibilities will be the preparation of published and internal accounts and statements, all tax matters and the provision of ad hoc financial accounting advice throughout the organisation.

Candidetes should have a minimum of three years' post-qualification experience and be able to demonstrate a comprehensive knowledge of financial accounting, computensed accounting systems and corporate tax, with the ability to apply this ecquired knowledge and experience in problem solving.

Candidates, aged 28-35, should have proven abilities in the leadership of e professional team, possessing communication skills for liaison with senior staff. As well as being of interest to candidates with commercial and industrial experience, the post could offer an excellent opening for well-qualified candidates wishing to make a first move away from a professional office.

This opportunity represents a challenging appointment in a stimulating environment for the exceptional candidate who meets the required personal and technical attributes.

Application forms may be obtained by writing to the address below, or by telephoning on **01 601 4518/4618.** Application forms should be returned to the address shown by Thursday, 3rd April.

Applications to: Mr. D. A. Sharp, Personnel Division (HO5), Bank of England, Threadneedle Street, LONDON. EC2R 8AH.

**BANKOF ENGLAND** 



# **EXCEPTIONAL FINALISTS**

LONDON

to £18,500 plus car

Our client is a fast growing subsidiary of a MAJOR INTERNATIONAL GROUP involved in diverse aspects of the leisure industry with group annual turnover running in excess on £1,000m.

Consistent growth has created a number of openings for good all-rounders with strong personal attributes and a track record of PERSONAL EXCELLENCE.

If aged 22.27, please telephone and send your c.v. to:

ACCOUNTANCY APPOINTMENTS EUROPE

1-3 Mortimer St., London W1. Tel: 01-580 7695/7739 (direct) 01-637 5277 ext. 281/282

Accountancy Appointments 🗗 🗪 Europe

# UK stationery boosts DRG to £31m

lifted its pre-tax profit by 20 shares in lieu of cash. per cent, from £26m to £31.2m, From turnover of in 1985.

The group's return on average capital employed progressed to 23.6 per cent and, with the benefit of last September'a £33m rights issue, balance sheet gearing was virtually eliminated. was a £37.6m reduction

(£232,9m) the stationery

profits. Overall, the division pro-duced turnover of £218.3m medical products. (£213.3m) and profits of £8.7m (£10.5m), with the UK falling from £7.2m to £5m.

Office and printing supplies in net borrowings.

On capital increased by the with a large per cent increase 1-for-4 rights, the final dividend is 4.95p for a net total of 8.25p, for 1986,

and worksbops were well-loaded From turnover of £261,3m at the start of this year. Overseas business accounted

Chief executive Mr Moger business provided operating for £11.6m (£10m) of the profit. Woolley says that side of the profit of £21.4m (£15m) of Medical packaging in the US business expanded its profits by which £13.9m (£8.2m) came lifted its profit by 29 per cent. achieved in a number of aress mith the Transcript carbonless from the UK.

Mr Woolley states that profits acquisition programme, DRG has agreed, subject to Government of major capital expenditure projects are planned, he rigid plastics and plastic film before the UK.

As part of its growth acquisition programme, DRG has agreed, subject to Government consents, to acquire control of Laboratoires Steril raditional markets, but the rigid plastics and plastic film before the UK.

As part of its growth acquisition programme, DRG has agreed, subject to Government consents, to acquire control of Laboratoires Steril raditional markets, but the rigid plastics and plastic film before the UK.

As part of its growth acquisition programme, DRG has agreed, subject to Government consents, to acquire control of Laboratoires Steril raditional markets, but the rigid plastics and plastic film before the UK. operations continued to show sells throughout Europe and powerful growth in sales and elsewhere sterilisable flexible

> comment DRG, a household name of the

sixties, which lost its wey in the seventies, has now come through the painful process of the recession in good shape. Last year's £33.5m rights issue day.

BACKED by an outstanding performance in the UK stationery ments are being mada for activities increased profits by
business, the DRG group bas
business, the DRG group bas
shareholders to elect to take 26 per cent, and design offices
tion and disposals have done for tion and disposals have done for the p & l account. Despite its still fair-sized involvement in the low margin, mature parts of the paper and packaging industry, return on capital ia now at a high level. New management has led the expansion into growth ereas such as carbonless copypaper, medical packaging and hi-tech plastics in the UK and overseas. Even older products like writing paper bave been jazzed np. With finances strong there is room for more

acquisitions and a high level of capital expenditure, £35m in 1986, to keep the momentum going for a while. The com-pany expects earnings per share to rise this year despite the rights issue, suggesting pretax profits of £36½m plus and a p/e ratio of 11.4 at worst with the shares at 286p, up 23p yester-

# Willis Faber climbs 29% to over £60m

broker, has increased pre-tax £806,000 to £13.35m. In profits for 1985 by 29 per cent and dividends added from £47.02m to \$60.715. from £47.02m to £60.71m, with £28.11m coming in the second alf compared with £21.51m. of insurence companies fell As a result of the change of from £21.21m to £20.67m, and half compared with £21.51m. year-end of Carter Wilkes and these companies incurred a Fane (Holdings) from end-higher loss of £3.64m against September to end-December, 15 £963,000.

subdivision which took plece on January 13, 1986. The total np from 6.5p (restated) to 8.75p. Net eernings are shown profits. as 40.1p (29.21p) before the Mr D

dividends added £19.46m (£15.73m). Retained premium income, interest and dividends

A final dividend of 6.25p is Morgan Grenfell the merchent being paid, against 4.75p, adjusted for the one-for-one sbare subdivision which took bank associates contributed an increased £17.01m (£12.89m) to

by just around the world, and efforts expectations are fulfilled, there.

Interest are being concentrated on the by underpinning its premium
£19.46m profitable development of this rating to the sector. During cora broking business.

this time (£1.53m debit). Exchange rates prevailing during the year have benefited the results by an estimated £4.5m compared with 1984, the

directors say. From group income of £140.3m (£118.64m) expenses took an increased £92.97m (£78.55m). Tax was £25.42m (£21.82m), and minorities took

by underpinning its premium rating to the sector. During 1985 the company got a strong At the year-end the company boost from Morgan Grenfell. completed the divestment of its and in contrast to some of its Lloyd's managing agency competitors did well out of curinterests and the proceeds, of rency movements, and by dint £4.8m, are included in the of skilful currency bedging £4.14m extraordinary credit overturned the adverse effects of the delivery decision. of the dollar's decline. The slower growth in expenses dur-ing the second half was also en-couraging, although the increase in revenues, while perfectly respectable at 16 per cent was no more than in 1984 when rates were much lower. The reason, as the company explains, is 8.75p. Net eernings are shown as 40.1p (29.21p) before the subdivision, and up from 14.61p to 20.05p after.

Net retained brokerage and fee income advanced from fee income advanced from the results reflect a satisfactory growth in the principal activities of insurance and reinsurance a

# Alida couples rights and scrip with record

£1.69m after expenses, by way of a rights issue, and it also proposes a one-for-two scrip.

Pre-tax profits climbed by 77.3 per cent from £1.25m to £2.22m on turnover up from £25.45m to £28.8m, an increase of just over 13 per cent.

The rights issue will he one new ordinary 25p share for current level, and after the pro-every four existing ordinary shares at a price of 140p each. will be at least 8.5p net. In the two years 1984 and 1985, some £4m has been invested in plant, providing the latest polythene extrusion, printing and converting technodirectors, will preserve a con- it in 1978; there was a £2.9m £609,000. No doubt the com- ment.

will be 9.75p net. This represents a 50 per cent increase and the four executive directory the notional dividend of tors hold almost 60 per cent of 6.5p indicated in the prospectus the existing shares; after the of October 1984. In the absence sale of their rights under the of October 1984. In the absence of unforeseen circumstances. the board intends to recommend peyments of dividends for 1986 which will at least maintain the posed scrip, dividends for 1986 will be at least 8.5p net.

comment

Allda has bad an exciting past. Singer and Friedlander brought it to the market in 1971; Rockware paid £4.6m for

IN ANNOUNCING record results for 1985, Alida Holdings, polythene packaging manufacturer, says it is to raise ebout

Total dividends for the year a share placement which valued and has impressive and has impressive a share placement which valued and has impressive and has a share placement which valued and has a share placement which was a sha tors hold almost 60 per cent of proposed issue for some £1.2m, these directors will bold 32 per cent. The money raised by the issue, some £1.7m net, will be used to smooth out the cash

quality printing on its bags but this rights issue looks more like stage two of a USM flotation than anything else with 40 per cent or so of the casb generated passing out of the business. The scrip issue, or a steeper one, would beve been enough to improve marketability. Nevertheless the shares flow requirements of the plastic have enloyed a good run from bag company's capital spending 1984's placement price up to over the next year. However, Tuesday's closing 420p. On retained profits could, at least forecasts of £2.75m, the prospective p/e on a weighted capital tive p/e on a weighted capital tive source of funds—given basa is 12 (35 per cent tax), ex-1985's £488,000 dividend payout scrip price. Which surely still and this year's promised leaves room for upward move-

### Rank calls temporary halt to Granada bid

By Raymond Snoddy

The Rank Organisation has, for the time being, withdrawn its £753m offer for the Granada Group.

The decision has been taken because Rank was facing underwriting costs of just under £900,000 a week at a time when it was not clear bow long litigation with the Independent Broadcasting Authority over the offer would last.

Rank, however, yesterday agreed with the Take-Over Panel that it would be able to launch a new bid for Granada "within 21 days of the impediments arising from the IBA's decision being over-

Last month, the IBA ruled that such a takeover would be "unacceptable" because it would lead to a major change of ewnership of a viable ITV franchise holder, Granada Television. The IBA verdict was upheld in the High Court and the appeal case is now being heard.

The Rank agreement with

the Panel means that the group will not face the normal 12-menth disqualification from launching another bid. The situation is being treated in the same way as a reference of a proposed acquisition to the Monopolies

Commission. Mr Michael Gifford, chief executive of Rank, said yes-terday that Rank's view had always been that there was substantial merit in putting the two businesses together

the two businesses together "and this is still our view." Mr Alex Bernstein, chairman of Granada, said last night: "I cannot see where Rank can go from here. It is clear to me now that they do not even have the ebility to manage their offer, never mind Granada itself."

Rank was concerned that even if it was successful in the Appeals Court, the case would then go to the House of Lords for a final verdict. The process of becoming an "approved person" to own an ITV company in the eyes of the IBA could take even

matters sorted out, we can make another bid," Mr Gifford said.

Union Discount makes good start

First quarter results of the Union Discount Company of London, had been "quite-outstanding," Mr Ritchie, the chairman, told members at the annual meeting.

# Beecham starts strategic review with £21m sales

and consumer products group, yesterday announced the sale of

It is selling Reheis Chemical, It is selling Rehels themana, an American company, to its an American company, to its the short term will be management in a \$23.5m buy the short term will be disposals rather than out and the retail milk business on disposal of Horlicks Farms and Dairies acquisitions." to Unigate for £5.8m.

as chief executive from Sir Ronald, said yesterday that during the past three months a number of strategic reviews The mi bad been initiated to improve Somerset and Avon, was coup that I efficiency, profitability and the acquired in 1969 as part of resignation.

resources. "We have also commenced a two subsidiaries for about £21m, review of the future prospects and a review of overall strategy for all of our businesses, paying following last November's oust-particular attention to the ing of Sir Ronald Halstesd, its further development of our pharmaceutical and over-thecounter medicine interests."

Rebeis was acquired last The sale of the milk business could mark the start of a larger disposal programme as Northcliff Thayer group. Howthe group takes a fresb look at its peripheral and less profitable its peripheral and less profitable the time that it did ont intend to hold on the Reheis which has to hold on to Rebeis, which has net tangible assets of about \$19m end is being sold for 15 times historic

Beecham, the pharmaceuticals utilisation of manufacturing Horlicks. The sale does not affect Horlicks' range of drinks or other parts of the Horlicks

Farm husiness.

Mr Robb seld the milk disposal emphasised the intention to concentrate further on mainstream activities.

He sald the review, which was likely to be completed in about two months, was examining whether businesses were giving satisfactory returns and whether they met the group's long-term strategic profile as a

executive on Sir Ronald's departure, bas yet to appoint a

replacement chairman.

The role is being filled at present by Lord Kelth, who as earnings.

eenior non-executive director,
The milk business, based in played a crucial role in the

# Rentokil faces OFT referral

Rentokil appounced yesterday better profits growth in 1986, tion of that announcement with thet it bas been notified that the Director General of Fair Trading will make a reference to the Monopolies Commission releting to the pest control ser-

The news came at the same mond Virginia time as Rentokil announced a lower-than expected increase in pre-tax profits for 1985 of £28.04m (£24.75m), achieved on turnover down by £3.12m to £148.25m.

The company bas also provided £4.5m as an extraordinary item for possible costs connected with contamination from its US plant in Virginia.

Rentokil's shereholders can Levels of profitability in the expect an increased final dividend of 1.55p (1.35p), bringing raised more than the odd squeak the total up from 2.125p to of protest in thepast, so news 44p. Stated earnings per 10p

sbare improved from 7.35p to The directors view the future could bardly have been more probe is likely to cest e to with confirence and expect unfortunate, and the combine-

The extraordinary debit the bad news from Virginia and covers estimated costs over the the worse-than-expected profits next few years of the removal

If Bill Oakley, Rento kil'a finance director, said that legislation in the US had been tightened in recent year. He added that no-one had been harmed by the seepage of chemicals and n olitigation had been started against the com-

comment

took the shares down 18p to and treatment of contaminated soil and water at the group's timber treatment site at Richmond Virginia.

Life Bill Oakley. Rento kil'a orders coincided with severe space director, and from its timber treatment site at Richmond Virginia. competition, and from its timber treatment division, which experienced poor demand from the construction industry. Tha translation took another £1.7m. However, the rest of the group activities performed well with the expectation of a better performance this year from the laggards, e resumption of the group's steady growth to at least £30m looks likely. With a tax charge of 38 per cent tha sbares do not look fundamenof the pending monopolles shares do not look fundamen-probe was not altogether sur-prising. Its timing, however, p/e of 16, but the monopolles

# Tonks expects 25% profit rise

Newman Tonks, the Midlands hased hardware hranded products group, yesterday released another circular urging share-bolders to reject McKechnie Brothers £67m offer and announced a pre-tax profit forecast for the year ended October 31 of at least £8.15m—a 25 per cent increase on last year. cent increase on last year.
The company repeated its

claim thet there was no indus-trial logic in tha bid as 80 per cent of its own turnover is in strongly branded products

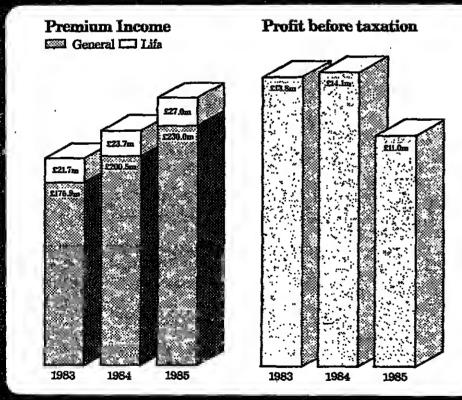
predominantly in semi-manufactured products," said Mr Doug Rogers the group managing director. He elso stressed again that many of terday that on the basis of its

tail outlets.

Newman Tonks, the Midlands only 20 per cent of McKechnie's McKechnie, replied that the "We are a niche, end-product, estimates. "Much of the in-business whereas McKechnie is crease will be due to loss predominantly in semi-elimination and the one-off

> Newmen Tonks' products were profits forecast earnings per sold through personal contact share will he ahont 12p, com-with architects rather than re-pared with 10.65p, and intends Dr Jim Butler, chairman of current year of 7.2p per share,

# Cornhill Insurance Group 1985 Results



Premium Income	1985 £m	1984 £m
General business Life business	230.0 27.0	200.5 23.7
	257.0	224.2
Profits		
Underwriting result	(20.8)	(14.3)
Investment income attributable to general insurance funds	21.5	19.8
General insurance profit	0.7	5.5
Shareholders' investment and other income	<u>7.1</u>	<u>7.3</u>
General business profit	7.8	12.8
Life business profit	3.2	1.4
Share of associated company result		(0.1)
	11.0	14.1

Insurance Group

# Armstrong profit surges to £3.3m

THE RAPID rate of acceleration were £1.77m (£1.27m). taking they closed just 9p tion in growth expected by Most areas in the UK higher et 131p. Nonetheless Armstrong Equipment has achieved a much better permaterialised in the half year formance, says Mr Hooper. than expected, partly because of the half year formance, says Mr Hooper. ended December 31 1985. Profit before tax has more than doubled from £1.51m to £3.31m. Mr Harry Hooper, chairman, says the rapid progress is expected to continue since there is much yet to be achieved within the existing business. Taken with the acquisitions about to contribute, this should ensura considerable further

The directors are backing their "considerable confidence" in the future by raising the interim dividend from 0.3p to 0.75p net. The final in 1984-55 rim dividend from 0.3p to the interim net profit was p net. The final in 1984-85 £3.06m (£1.28m) for earnings 0.8p when pre-tax profits of 5.88p (2.44p) per share. reached £4.53m.

The group carries on business as engineers, mainly in eutomotive components, industrial fastenings and light engineering. Its sales for the balf year rose from £49.2m to £57.78m and trading trades. rose from £49.2m to £57.79m and trading profit from £2.78m

formance, says Mr Hooper. Derritron, acquired at tha beginning of the period, is now in modest profit and the acqui-aitions of Bramber Springs end

aitions of Bramber Springs end
GSF Fastenings are expected
to contribute increasingly during tha second balf.
In Spain the CREMSA company continued its steep climb
but the suspension company
Amortiguadores was slowed by the start-up of new automated equipment; it is now on full atream again.
After tax £252,000 (£229,000)

comment Even against a raging bull market Armstron's shares have roared in the last year or so. The City was well prepared for

than expected, partly because of the flettering comparison with the months in which its NCB supplies were hit by the miners' strike; partly because of cost cutting; and partly because of a fillip in the fortunes of Europe's beleaguered car industy. The strength of European currencies and the recent House of Lords ruling, opening up the replace-ment body panel sector, should favour Armstrong. The City expects profits of £8.3m and a p/e of 12 for the year as a whole. European car production should show but marginal increases in the next few yeers

ment in car production quality has taken its toll on the auto parts industry. Margins are al-ready threadbare. Thus far Armstrong bas compensated for margin erosion by cost cutting these interims and the sbares but after climbed steadily in advance, there a After some early profit to cut. but after years of retionalisation there are very few costs left

### Clyde hit by Buchan closure and price fall

THE SHUT-DOWN last year of the North Sea Buchan olifield, comblined with lower oil prices, has left Ciyda Petroleum with reduced profits in the 1985 year.

These fell from £12.31m to £8.55m at the pre-tax level—roughly in line with analysts' expectetions—but a sharp fall in the tax hill reduced the shortfall in net earnings, which were down £1.71m at £8.45m.

However, the company was further hit below the line by a higher than expected £8.39m write-off releting to its decision to withdraw from the US, and the working of the working of the working of the size of the working of the line by a higher than expected £8.39m write-off releting to its decision to withdraw from the US, and the working of the working of the size of the working of the line by a higher than expected £8.39m write-off releting to its decision to withdraw from the US, and the working of the thinnest; and for Clyde, es with all the companies, the longer crude oil the works it looks for 1988. At 45p unchanged, Clyde's share price reflects this prospect than the results. The good news for the company bas to be the Moonle Oil stake, now 20 per cent. This locks in the Brisbane company (of which Edders Resources bolds one-sion to withdraw from the US, and the work is a company (of which Edders Resources bolds one-sion to withdraw from the US. further hit below the line by a higher than expected £8.39m write-off releting to its decision to withdraw from the US, and the unchanged final dividen of 1.5p will cost £1.44m and leave it with a retained deficit of £1.38m, compared with a profit of £8.73m. Group turnover fell from £34.24m to £22.53m. On future prospects, Dr Colin

Phipps, the chairman says that Clyde is well-placed to see through the problems associated with lower oll prices in the short-term:
Ha adds that since production recommenced at Buchan last May, it has been at a very

ments, is to reduce share glomerates may soon be holders' funds from £91.5m at inclined to take a longer view the start of 1985 to £78.2m.

sixth) et the 75p level. A fullscala merger was epperently considered but dropped because of Australian foreign invest-ment harriers. Between now and 1988, the tax efficient Forties Field plus Bucban will be the key UK esrners with Ecuador providing the overseas contri-bution. These look sound enough with oil at a \$15 average. Should the price drop for any length of time below \$12, then the wbole of the independent sector, Clyde along with it, does not look viable. Those locked into the shares pre mid-1985 satisfactory level, into the shares pre mid-1985
The effect of the retained deficit, coupled with a loss of a big loss but some non-oil constitution on exchange adjust-

### **BOARD MEETINGS**

TODAY

Preperties.
Fines: Banro Industries. BoddingFines: Banro Industries. Boddingtons Brewaries. Britoil. Branx Enginoaring, Centmi Independent Tolevisien.
T. Clerke, Church, Conoultants (Computer and Financie!). Edinburgh Financial Trust, HTV, A. Janes, Kade International, Legal and Gandral, Octuus
Publishing. Ryan International, Sale
Tilinity, Schroders, Sherpe and Fisher,
Smith and Nephew, Superdrug Stores,
Trinity International, Tumer and
Nawell, Wickers.

Sank of Scotland ..... Sank of Scotland Apri Capero Properties Apri Inghem (George) Mer Lin & Centinental Advirtising Apri Martin Curite Pecific Trust Mar North British Cenedlan Inv. Apri Raadymis Mar Silkotlene Lubricants Apri Sianderd Charter Wilsen Connolly on the sector at present prices.

The following companies have notified detes of board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are ner available as to whether the dividends are intering or finale and the authorisions abown below are based mainly on last year's timetable.

Interions: A and G Security Elec-tronics, Serrett Oevaloements, Zian-charde, LWT, Mayhow Feeds, Pacific 9aleo Organisation, Park Ploce, Reni-shew, Sandemon, Murray and Elder, Shelden Jenas, Toy Hemes, F. W. Thorpe, Westminetar and Country Preparties.

FUTURE DATES Finals:

### **GEORGE H. SCHOLES PLC** WYLEX WORKS, WYTHENSHAWE, MANCHESTER M22 4RA

INTERIM REPORT

Manufacturers of Wylex Electrical Products

WYLEX

Unaudited results for the half-year to 31st December, 1985 £'000 12,109 Trading profit income from shares in refeted companies Other interest receivable and similar income 1,865 124 228 Profit on ordinary activities before taxation 2,217 953 Tax on profit on ordinary activides

oposed interim dividend: Rate per share Retained profit for the period Earnings per share based on profit on ordinary

Profit after taxation for the period

19.7p

ebove.

The company has had e successful first half year with a satisfactory upturn in sales and profit. The start of our second half has been encouraging and we look forward to continuing at our present level of

activity.

You see e significant increase in the interim dividend. This increase is being paid to improve the relationship between the interim end the final. It should not be taken as an indication of an increase in the total

dividend.

The directors have today declered an interim dividend of 8p per shere psyable on 14th May 1986 to shareholders on the register at 10th April 1986.

G. R. C. McDowell, Chairman

### Granville & Co. Limited Member of The Notional Association of Security Dealers and Investment Menegere

8 Lovat Lane London EC3R 88P Telephone 01-621 1212 Over-the-Counter Market

					George	<u></u>	P/1	
High	Low	Company	Brica	Chengs	Groce	Tield		Fully
148	112	Ass. Brit. Ind. Ord	134		div.(p		Actuai	taxed
151	121	Ass. Srit. Ind. CULS	139	_	7,3	2,4	8.2	7.7
75	43	Airsprung Group	71	_	10.0	7.2	_	
46	33	Armitage and Rhodes	35	_	5.4	9.0	11.8	15.4
176	108	Bardon Hill	176	-	4.3	12.3	4.5	5.2
64	42	8my Technologies		+2	4.0	2,3	<i>2</i> 2.3	23.2
201	136	CCL Ordinery	56	_	a.s	7.0	6.5	7.9
152	97	CCL O'GINERY	138	_	12.0	8.7	3.4	3.2
		CCL 11pc Conv. Prel.	39	_	15.7	15.9	_	
145 94	93 80	Carbol Undum Ord	146	+2	4.5	3.4	7.2	11 2
94		Carborundum 7.5pc Pl.	91	=	10.7	11.a	-	11.3
85 32	45	Oeboreh Services	56	_	7.0	12.5	5.8	7.7
32	20	Frederick Parker Group	23	-	_	-		
106	50	George Slau	106	+1	-	-	4.3	7.9
-68	20	ind. Precision Ceetings	<b>62</b>	-1	3.0	4.8	15.4	
215	161	Isls Group	165		15.0	9.1		13.7
122	101	Jeckson Group	121	_	5.5	4,5	12.7	19.0
345	228	James Surrough	340	_	15.0		S.1	8.1
98	85	James Burrough SpcPf.	98xc		12.S	4.4 13.2	10,7	10.7
95	62	John Howard and Co.	62	· <u>:=</u>	5.0	13.2		
1200	570	Minikouse Holding NV	1160	15	8.8	8.1	4.9	7.a
82	32	Robert Jeskins	89	+1	9.0	0.6	50.7	48.7
34	28	Scruttons "A"	30	-		_	S.Q	19.7
34 87	66	Tordey end Carlisle	69	_				7.7
370	320	Travien Holdings	330		5.Q	7.2	3.5	5.3
63	25	Unilock Holdings	52	+1	7.9	2.4	<b>a</b> .9	5.1
742	93	Welter Alexander	142xc		2.1	4.0	14.1	13.5
- 42	20	Athiral whispudal """	14420	+2	8.6	5.1	80	0.9

were up from £4.83m to £5.97m were up from F4.83m to F5.97m came out of turnover 16 per cent ahead at £21.4m. Mrs Jean Tyrrell, the chairman, says that sales in the second half were continuing at a similar level, and that if this is maiotained the final result would show a significant improvement over last year.

The year was a recersal of 1984, when a strong first half ted to profits of £20.06m but business then fell away badly and the second in If produced only £15.18m. This year the group had a very weak opening six months £12.54m profit and

Last time there was a slender 6 per cent rise in pre-tax profit to £9.53m, with disampointing sales from the Haylield brand. Mrs Tyrrell said yesterday: "1 am delighted that the confidence expressed in my chair. man's statement has been so welt justified by the perform-ance in the first half of the

Earnings per share for the half came to 7.76p against 6.31p. ofter a higher tax charge of £2.25m (£1.8m).

### comment

shares down in the trading the suffered poor as suffered poor as suffered poor as the trading the suffered poor as the trading the suffered with a tradition that driven the suffered of the suffered of the suffered with a tradition took and the suffered of the suffered poor took and the suffered of the suffered with the suffered the suffered

in our the man

unie, replia da precus autrem os. Noti da will be or al

tening in

ಯಾ Torcusi U.S. OCT MARK

meted exter

ILES IL

ANCHESTOR

31st December.

(23 14 13

2.45

: Cecerte: 1950 mi

Claused Tax est

Limited

is the wife a military and second bid to be any at the present

Products

ĦΤ

For the last 10 years Sirdar has been in a virtuous circle of investment leading to fatter margins, better marketing, and higher profits. For the last five of those the market has judged that the forward movement was about to stop, and hence Sirdar shares have tended to be underrated. A few months ago the market overhauled its prejudices, and in response to a flurry of buy notices from stockbrokers, the share price has risen from less than 120p six months ago to 175p. Yesterday's results showed the the sbares rose another 3p. which it first announced a year and director, said the improvement in prosperts for Strong's due to further gains in productivity, but also due to a better that it had decided not to take marked, given the decline of mix of products, as more that it had decided not to take expensive mohair yarns have sold well last season. The second half has started well, and the company should make a total of fi2m this year. That would half has started well, and the company should make a total of fi2m this year. That would have same time Strong and the same time strong an £12m this year. That would suggest a prospective p/e of 11. an ill-deserved discount to the

# Second half lift gives Hepworth Ceramic £33.5m

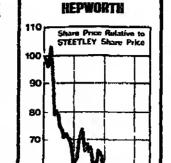
secood half has enabled the Hepworth Ceramic Holdings group to recover and produce a

to 4.3p for a ner tutal of 7.2p

six months (£13.54m profit) and then picked up steadily throughout the remainder of the year and has continued to do so.

The constitution of extraordinary had weather added to the tow level of business activity in 1985. The worst January and February the group has encountered since the industrial turnoil of the three-day week of early 1974 gave it a very bad start.

Over the year the group was hit in the building and construction materials side where the operating profit fell by £2.5m to £19.37m. Industrial sands, minerals and resins also showed a decline to £9.92m [£tu.39m], but refraetories improced to £5.96m (£5.19m) and



(£394,000). Interest charges were little changed at £2.65m (£2.61m). moved up strongly to £913,000 Related companies increased

their contribution from £75,000

engineering and miscellaneous ing costs £5.4m t£4.49mt, loss that the rating is modest.

on closure of related company nil (£399,000), less UK tax relief £1.46m (£797,000). Exchange debit adjustments nf £7.54m teredit £8 39m t hace been dealt with in reserves.

### comment The catalogue of misfortunes

which bit flepworth's tigures occurred mainly in the first half and was well explored at the interim stage. Since then the group has experienced a frong recuvery and the likelihood of its continuation this year points towards profits of at least £39m. The weather has lacoured the construction in-dostry so fa rthis year and the buoyancy of the building sector generally should increase turnover. Hepworth's extensive progranime of automation and consequently high operational gearing togans that much of the will feed straight through to the bottom line. Refractories have shown a substantial improvement in spile of the absorption of the heavily loss-making British Steet re-fractories in February last year, and there is scope for to £463,000.

After tax £12.66m (£13m) and minorities £611,000 tmill son. With the shares down to the attributable profit for the year comes to £20,27m £22.2m; for earnings of £2.88p £4.12p) per share.

There are extraordinary dashing of £3.64m £4.34mm; come forthcoming appointment of a chief executive and the per-There are extraordinary forthcoming appointment of debits of £3.94m [£4.09m] com- chief executive and the per

# TSW to over £1m

advertising revenue, compared with a national industry average of about 17.2 per cent, contributed to higher prietax profits at TSW-Tetevisiun South West Holdings in the six months to January 31 1986.

Advertising

boost lifts

للما منه الملم

The profit improved from £\$36,000 to £1,02m, and this was after operating costs up from flu.8m to fl2.64m and a higher Exchanger Levy of £921,000 rompared with £514,000. Turnover of this independent felevision programme contractor was £14.66m against £12.15m. The interim dividend is raised from 0.55p to 0.64p—last year's total was 17p front pre-tax profits of £1.43m (£1.72m) First-half earnings per 5p share were up from 2.35p to 2.92p, Apart from increased adver-tising revenue, the enuipany is selling more of its programme

the company's income from this source was 28.2 per cent up on the previous year. The levy oo profits from UK televisioo operations is to be reduced, possibly by as much as 20 per cent, and there will be

from overseas sales.

Canada.

directors say this is still a com-paratively modest activity, but

particularly in the UK.

### A YEAR OF OUTSTANDING SUCCESS J G Charles White MA BA \* New annual premiums \* Performance Bond. increased by 26% from Hugely successful launch. £27.3m to £34.4m. More On the official start date than doubling our new we had received £74m annual premiums over to invest and by the end the last three years. of the year this had grown to £133m. \* Five-fold increase in total single premiums Investments at market from £36.9m to value now exceed £1.8bn. £189.2m. Unit-Linked Funds for personal pensions have shown outstanding performance. The Mixed \* Annual Fund, UK Equity Fund and International Fund are premiums exceeded £120m, each first in their sector an increase of 22% over the three years since their launch.

**SCOTTISH EQUITABLE** 

28 St Andrew Square, Edinburgh EH2 1YF. Telephone 031-556 9101.

# Strong & Fisher drops venture

Strong and Fisher tHoldings), manufacturer of clothing and fashiun leathers, has pulled out of the projected joint hotel venwisdom of such a re-rating and ture with Polly Peck in Turkey

December 1985 on turnover harety changed at £25.43m (£25.36m). It will raise its Interim dividend from 2.5p to 3p. Mr Richard Strong, managoverseas business had been so ment further.

ties. When we announced it a nounced a 10 per cent rise in available to us," he added "Then pany with Polly Peck, investing pre-tax profits from £1.95m to them terms of trade were not as £2.50,000 initially, rising to £2.51m in the six months ended god as they are now. We now £1.5m over 18 months.

business, which is leather."
Mr Strong and Mr Mark Ellis joint managing director of Poll Peck, denied there had been any between the two companies but Mr Ellis declined to com-

sterling, that it had decided to ago Strong sald a feasibility concentrate on its core activities study had been completed to build a 300-room luxury hotel in Antalya in Southern Turkey excellent opportunity which was an excellent opportunity which was per cent stake in a joint com-

### cost cash credit when you purchase one of new Royal Bank of Canada Group Unit Trusts This facility, the lirst ever of its kind, is provided through Western Trust & Savings Ltd, a subsidiary of The Royal Bank of

In fact, if you invest £1,000 or more in either the RBC Select Income Trust or the RBC Select Growth Trust you could receive instant cash credit secured against your investment worth up to 70% of

UnitCash can give you access to instant, low

the bid value of your units (bid value £1,000, credit available £700). And, as your RBC Select Trust grows in

value, so your credit limit will grow with it! With the LINK card Unit Cash provides, you may draw from £5 to £250 a day

through cash machines in the rapidly expanding UNK network across the country.

you don't have to repay over a set petiod.
Interest only is charged on what you borrow at a highly competitive rate from as low as

now unit trusts mean

1 45% a month, APR 18.86% variable (for a

loan facility over £10,000), paid on receipt of

quarterly statements. And of course, you're

Western Trust & Savings on FREEFONE 9427

free to pay back the capital at any time. For full details of this unique offer contact



Western Trust & Savings Ltd

ROYAL BANK OF CANADA The Money Centre, Plymouth PL1 15E

### John Moore on the background to the Clive/Pru-Bache deal Discount houses face up to radical change

THE TAKEOVER of Clive Distribution the discount market acquired Secommbe Marsball & was turned round to a breakt on the Bank.

Which was announced on Tueston, is the latest in a series of changing. The one in British group, announced its plans to groupings? "Clive and Smith day, is the latest UI mergers and realignments Government securities—the gilt take over Smith St. Aubyo.

Which have been taking place edged market—is being reformed as part of the financial entered the discount house for some years in the discount house market. The number of independent houses has now and the de-regulation of the resentation in as many comshrunk to four, though three of these are the largest operators in the market. A few years ago modelled on the lines of the US cantile House, the British finan-

prominent role in the money markets, acting as principals. account. They make markets in a variety of short-term financiat instruments, such as bills, by quoting prices at which their states of the market's of the mar stand ready to deal, which contributes to the overall liquidity of the money markets. Since they finance their own books they add to the supply of bighly liquid assets in the

Traditionally, they have been the channel through which the the channel through which the eided to cement its tink this Bank of Englaod controls the liquidity in the UK banking system, and, as such, they are Prudential-Bache, for its part, system, and, as such, they are the only institutions who have a dealing relationship with the

traditionally been protected by ment was looking organisation-this close relationship. Rather than deal directly with the banking system, the Bank has preferred to buy and sett hills organisation ally unwieldy.

Two other US groups have moved in: Last year the targe New York bank CitiCorp

tinel. The 29 market makers, market, Three of the indepen-including a number of discount dent discount houses — Gerrard bouses, will be extending their & National, Unioo and Cater

Clive bad already formed a joint venture with Prudential-Bache aimed at becoming a market maker, but it has now de-

he onty institutions who have dealing relationship with the lank.

The discount houses have trudential Bache, for its part, wanted to develop its securities husiness in Loodon on a more coherent basis and the original joiot venture arrange-

services revolution in London market because they want repin the market. A few years ago there were ten.

Radical changes in the structure of London's financial markets, market forces within the discount house community, and the individual financial position of each discount bouse have contributed to the rapid changes now taking place.

The discount houses play a prominent role in the money market makers.

modelled on the lines of the US market US market will erode the privileged status of the discount houses, saw it as a way in which it said one securities dealer, "because the Bank is no tonger wedded to the old structure."

The boundaries between storterm money market instruments and Government bonds are becoming less discount house, financial conglomerate which has acquired two discount houses, saw it as a way in which it said one securities dealer, "because the Bank is no tonger wedded to the old structure."

The boundaries between storterm money market instructure and Government bonds are becoming less discount houses. The could build up early expertise in deat making in gilts ahead of the restructuring are indeed market. The pattern is changing, said one securities dealer, "because the Bank is no tonger wedded to the old structure."

The boundaries between storterm money market instructure. The pattern is changing, said one securities dealer, "because the Bank is no tonger wedded to the old structure."

The boundaries between storterm money market instructure. Yet factors apart from the financial services revolution are also having an impact on the individual financial position of each discount houses.

other's territory.

Medium-sized discount houses
like Ctive faced a more and
more pressing need for additional rapital to compete with
the major primary deaters io
British Government securities.

Those with enough capital lo support large transactions in the market have
grown larger, while the
smalter houses, with less capital, have been unable to keep up and forced to nierge, Smith St. Aubyn was crippled

by £20m of losses in 1982 through attempting to maintain its position by taking on impru-dent principal's risks in the gittedged market. At the time of its merger agreement with lrving Trust, Mr Jeremy Smith, chairman of the house, said: "In the modern world, as the discount house market is developing, there is no future for a house with reserves of under f15m; Clive itself has found trading Clive itself has found trading

St Aubyn are pawns in the game but the big three (Gerard, Union and Caler) are knights," said one analyst. "It will be a rather different move next

Scottish securities group Altken Campbell, an equity and gilt stocklobber which is becoming a primary dealer in the restructured gilt-edged market. Union is setling up tis owo market maker in Brilish Government securilies.

Gerrard & National, the largest discount house, led gilt-edged market through a joint venture arrangement with stockbroker James Capel But once the Bank of England's plans become etear decided to go it alooe. It has acquired a commodity broker, Intercom-

Cater Allen is also becoming a primary dealer but has ex-tended its interests in other directions, most notably by the acquisition of a lloyd's underwriting agency from Sedgwick Group.

King & Shaxson, the smallest of the remaining independents. has not applied to become a primary dealer because it felt that it was too small. Instead has applied to became

gitt-edged market. money broker in the reshaped But with markets changing so pendent may have to change the shape and structure of their hard going, with a reported loss shape and structur in its last financial year which business even more.

# Two Unit Trusts from the Royal Bank of Canada Group!

The RBC Select Income Trust and the RBC Select Growth Trust are the first authorised Unit Trusts to be launched by The Royal Bank of Canada Group via their Orion Royal Bank subsidiary and investment advisors Kitcat &

Aitken. These new Unit Trusts will be invested primarily in UK equities, but the Trust Managers, may at their discretion, place up to 20% of each portfolio into overseas securities. This means that investors benefit by the managers having the additional ability to make timely moves between international markets. This can increase profit potential and improve portfolio stability. Kitcat & Aitken, investment advisors to the Trusts, are

themselves members of the Royal Bank of Canada Group and are internationally recognised as having proven research skills.

### RBC SELECT INCOME TRUST

Invested principally in UK shares but with up to 20%

The Trust's aim is to provide above average

Distribution Dates: April and October (First Distribution: October 1986).

GENERAL INFORMATION Buying and Selling Units. Units may normally be bought or sale on any business day. Prices and yed is are quoted in national newspaperes. Applications will be addinovaledged a necessity of instructions and a contract note issued in return Continuing purchase, followed by a Unit of the Continuing Continu Combinate verifying dismership.
Units may be sold foot in the Litmagers on any business day as the price rating its processed will be forwarded by the Managers with 7 working days of nevert of the renounced certificate.

I make you support needs to the renounced certificate. Charges, An induscharge of 5% sincludes in the price of Units tage the with a rounding charge of up to 1%, the annual charge is 1% (please 4%) and is deducted weekly from the frusts income. The right is reserved to after the level of these charges warest to the three months' notice to thinkholds as prouded by the Trust Seeds.

Commission to Advisors: Our of the initial charges remuneration will be paid to authorised professional advisors on application bearing than stamps subject to rules of qualification (thate tares are available on Income - PBC Select Growth Trust - All units in the Fund are accumulation units and income generaled is attributed by retirector not of basic rate saying morease the value of units 780 Solod Income 70

net of basic tate to impresse the value of the PSS Select Income Trust income for accomplation unit her excluded the moral enter. destribution of income, are of the Authorities, or made on the form of a cheque half yearly in Apol and Constelling Peaks advantage the confliction form of the type of unit you would be a Each Trail of a rader range meet moral under the Trustee transferents Act, 1961 and is authorized by the Department of Trustee transferents Act, Managers: Orion Royal Bank, Trust Murragers Limited, 1 London Walf, Tourion, ECCY Size. ustees: Clydesdale Bank PLC, Glaugow.

RBC SELECT GROWTH TRUST Invested principally in UK shares but with up to 20%

This Trust aims to provide capital growth over the medium to long term.

Gross Estimated Starting Yield 1.5%.

Distribution Date: April

(First Distribution: April 1987). Please remember that the price of units and the income from them can go down as well as up. You should

### regard your investment as long term. **HOW TO INVEST** The potential of these new Unit Trusts, allied to the

security of The Royal Bank of Canada Group, make these investments important elements in every

To invest simply complete the coupon below and return it with your cheque (minimum £500 per Trust) to the address shown.

# CREST NICHOLSON

The holding company with interests in property, sports surfaces. conveying systems, optical products, electronics and marine services

# **Record Results in 1985**

	1985	1984
Sales	£110,021,000	£90,837,000
Pre-tax profits	£9,201,000	£8,520,000
Earnings per share	13.18p	11.53p
Dividends pershare	4.15p	<b>3.75</b> p

- \* Increase in profits for the eleventh consecutive year
- 14% increase in earnings per share
- Recent merger with C H Pearce & Sons plc announced 21st October, 1985
- \* Another year of record profit expected

Accounts available from the Secretary. Crest House, Station Road, Egham, Surrey TW209NP

### Park has 53% of UCAT

two for one sbare offer was unconditional.

& Unquoted stock.

The agreed take-over of united Computer and Technology by Park Place, which values UCAT at about £3m, bas been accepted by over £3 per tent of UCAT shareholders. The the offer has now been dectared the conditions of the UCAT shareholders. The the offer has now been dectared the conditions of \$2.5 per tent of the UCAT equily.

### **DIVIDENDS ANNOUNCED**

4	Wingitook Edaihm i tor	0.13	MANY .		U.U		*·· <b>-</b>
i	Clyde Pet	1.5	May	7	1.5	1.5	1.5
	Hepworth Ceramic	4.3	July	1	4	7.2	6.75
ĺ	J. Hewiit & Son	2.3	_		2	2.7	2.4
	Jamesons Choes	3	May :	20	3	S	5
i	Jove lov. Trust2nd	2.85	_		2.69	S.35	S
į	Logicaint.	nil	_		0.35	_	0.35
	Jozes & Shipman		May 1	15	1.75	3.85	2.75
	Jozes & Sulption	9 24	_	10		3.34	2.9
ļ	Macallan-Glenlivet	2.34	<u></u>	02	1.9		
	Hugh Mackay	3.2	May		<b>3.2</b>	4.6	4.b
ļ	McLaughlin & Harvey	5‡	May 2		5	7	7
ı	Reinge Grong	9.25	May	12	7.75	13.75	11.75
i	Renfokli	1.55	_		1.35	2.44	2.13
ı	G. H. Scholesint.	g	May	14	6	_	20
ł			May		ĭ.32	_	4.12
ł	Sirdarinl.		Apr		2.5	_	7.5
ļ	Strong & Fisherint.	- ·			4.5		
ı	Trafford Parkint.		Apr		3.75	_	11.5
Į	TSW-TVinL		May :		0.SS	_	1.7
1	Willis Faber	6 25	May	29	4.75	8.75	65
ı	Huoter	25	_		nil	2.5	nll
1	DRC	4.95t	July 7			8.25	7.5
ł			-				
ı	Dividends shown in pence	e per sua	re exe	epi v	rhere c	lherwise	e stated.
i	* Equivalent after	allowing	for s	erip	issue.	† On	capital
ł	increased by rights an	d/or ac	ouisitic	om. į	Ssues.	± USM	stock.
ì	A I Inquested Stock		,			, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	

# income with the additional prospect of capital growth over the medium to longer term. Gross Estimated Starting Yield 5%. Orion Royal Bank Trust Managers Limited

Administrators, PO Box 48, St. Julian's Avenue, St. Peter Port, Guernsey, Channel Islands

Channel Islands.	ian's Avenue, St. Peter Port, Guernsey,
I/We tysh to invest £	
RBC SELECT INCOME TRUST £	RBC SELECT GROWTH TRUST   £
For Income accumulation units please tick he	ere 🗍
SURNAME	_
FORENAME(S)	
ADDRESS	
	POST CODE
SIGNATURE	DATE 1980
18 are not allowed to be registered holde  Onion Royal Bank Trust M	nd attach names separately. Children under the age of

# Stockley continuing discussions with **Stock Conversion**

BY MICHAEL CASSELL

ment and investment company, profits for 1985.

The company, which a year ago purchased a 26.5 per cent stake in Stock Conversion, one of the UK's largest property groups, said yesterday that "friendly discussions" with Stock Conversion, aimed at resolving the future relationship between the two companies, were continuing.

Mr Michael Broke, Stockley's chief executive, said that a number of options remained under discussion but that the situation had not been resolved. An announcement was not imminent. The company's profits were boosted by its Stock Conversion sharebolding, which contributed £2.1m to the

pre-tax total. Stockley's figures also included profits of £1.95m on the sale of properties, one of which, in Chiswick, was purchased as part of the European Ferries portof the European Ferries portfolio. The other main sale was of the RAF Club building in the West End of London. Disposals of properties included in the Euroferries deal generated a total of £8.1m during the year and a net profit

Stockley, the Jacob Roths- is no ordinary dividend child-backed property develop- payment. Payments are expected to start once the benefits of the yesterday announced a small present development pro-£88,000 rise to £3.76m in pre-tax gramme hegin to flow through.

Shareholders' funds ended the year at £142.7m against £33.65m at the end of 1984. The company bas no short-term borrowings and, at the year-end, had £5.9m of cash on its halance

At Stockley Park, the business park being developed close to Heathrow airport, the first tenant should move in during July. No lettings have yet been signed but interest from tenants has encouraged the developers to bring forward the construc

tion programme.

Progress at Salisbury Square,
City of London, is going well
and lease agreements have been
signed to produce an annual
rental in excess of £3m. The
development a joint venture development, a joint venture with British Land and Barclays Bank Pension Fund, should be

Bank Pension Fund, should be ready for occupation by June.

Stockley has also signed a lease with a tenant for 53,000 sq ft of office floorspace at Hoskyns House, Shaftesbury Avenue in London, acquired as part of the European Ferries package. Stockley tays that it package. Stockley says that it is about to confirm lettings in-volving a significant amount of floorspace at Stockley House, Victoria, also a former Euro-Net rental income was up Victoria, also a former Euro-from £414,000 to £1.95m, and ferries property, where only one earnings per share stood at tenant bas so far signed a 1.44p, against 0.09p, but there lease.

### Mackay looks to improve

ALTHOUGH profits in 1985 fell from £659,000 to £521,000, the UK where volumes were 7 per directors of carpet maker Hngh cent up in woven carpets and directors of carpet maker Hngh Mackay say the year ended with bigh activity. The order intake was greater giving the prospect of a good start to the

Earnings for 1985 were down from 8.31p to 7.78p but the dividend is held at 4.6p net

from 35 per cent to 26 per cent of the total partly hecause of greatly higher sales of tufted carpets (which are predominantly sold in the UK)

The directors say "we hegin 1986 confident that we can continue the progress made during

Greatest growth area was the 58 per cent in tufted, reflecting the general expansion of the leisure industries. Non-woven products have expanded into the office sector.

Trading profit came to £474,000 (£589,000) most of which was earned in the second half. This stemmed from greater woven volumes some 15 per cent higher in the second half Turnover in the year came to £15.3m (£14.69m). Exports fell at slightly improved margins,

After tax £137,000 (£246,000)

and a temporary sethack in 1986 confident that we can consales by the West German subtinue the progress made during sidiary at the start of the year.

This advertisement is issued in compliance with requirements of the Council of The Stock Exchange

### CITY OF **ABERDEEN**

Placing of

### £7,000,000 CITY OF ABERDEEN 10.80 per cent Redeemable Stock 2011

(Authorised by the Council of the City of Aberdeen District Council and issued in accordance with the provisions of the Local Government (Scotland) Acts 1973 and 1975 and the Local Authority Stocks and Bonds (Scotland) Regulations 1975)

### Issue Price £100 per cent

Application has been made to the Council of The Stock Exchange for the above Stock to be admitted to the Official List.

In accordance with the requirements of the Council of The Stock Exchange £700,000 nominal of the Stock will be available to the public in the Market on the date of publication of this advertisement.

Particulars of the Stock are available in the Extel Statistical Services and copies of the particulars may be obtained during usual business hours on any weekday (Saturdays and public holidays excepted) up to and including 3rd April 1986 from:-

> James Capel & Co. James Capel House PO Box No 551

6 Bevis Marks London EC3A 7JQ

**Barclays Merchant Bank Limited** 

**PO Box No 188 Ebbgate House** 2 Swan Lane London EC4R 3TS

### Marshall Saturn (Brokers) Limited

Lloyds Chambers 1 Portsoken Street London E1 8DF

(advisers to City of Aberdeen District Council)

Copies are also available from the Company Announcements Office, The Stock Exchange, London EC2P 2BT up to and including 24th March 1986.

20th March 1986

in the contraction of the second section of the contraction of the con

# Shell UK has no plans to cut expenditure

BY DOMINIC LAWSON

it had no plans to cut its capital expenditure in the North Sea, lespite the halving of the oil price. This is in sharp contrast to the other oll majors, includ-ing Shell's North Sea partner. Esso, who have announced swingeing reductions in capital expenditure in line with their reduced revenues.

Shell UK also revealed post tax profits of £667m, compared with £383m in 1984. But Shell UK chairman Mr Boh Reid warned yesterday that the com-pany would bave "a lousy year" in 1986, if current crude oil prices prevailed.

At the operating level the biggest improvement was in the oil refining and marketing business which turned from a loss of £35m to a profit of £91m.

return and covered its own debt servicing bills and capital

stream, hut that the business would still hreak even in the

This suggests that the underlying profitability of the downstream business is now running at a rate of ahout £400m a year, but Mr Reid said that Shell had no besitation in passing on the Budget increase in petrol duty to the consumer. "We are act-ing as a tax collector for the Government," said Mr Reid. Sheli UK's chemical business

made an operating profit of film, the first profit since 1978, and a reflection of the

Shell UK yesterday axid that business had made an adequate tion of Shell's chemicals sites. Last year Shell UK spent £618m on capital and exploraexpenditure, an increase we shell said that it would 12 per cent. Mr Reid said yes absorb a stock loss of ahout terday that capital expenditure would remain high. He added, "We must keep going. Oil is We must keep going. Oil is a long-term business, and we don't yet know how temporary

are the oil price problems."

This could lead to hig differences with Esso Shell's
North Sea partner, whose North Sea partner, whose parent, Exxon of the US this week announced a 26 per cent cut in its capital spending plans.

Mr Reid said yesterday:

"Obviously the partner has a submy capital spending that is view on capital spending that is different from ours, but we will reach an amicable solution to

Over Sbell UK's whole busi-Mr Jaap Klootwijk, Shell UK's restructuring carried out over ness, average capital employed downstream chief, said that it the past few years. An exceptional loss of £94m in 1985's the company made a return of years that the downstream figures relates to the rationalisa- 17 per cent.

### Logica profits rise to G. H. Scholes £1.68m in first half

INTERIM figures of Logica, future contingencies, and has computer software and bard-been charged as an extraware producer, for the six months to December 31 1985, £26.8m to £34.08m, Compara-

tives has been re-stated. One of the financial consequences of the company's with- As Logica's management is well has been a deficit on distributable reserves. Therefore, no interim dividend will be paid against 0.35p last time. An extraordinary meeting bas

been called for April 11, seeking approval for a reduction of capital by cancellation of part of the share premium account. Sncb reduction of capital will remove the deficiency on distributable reserves and enable Logica to declare dividends in respect of future profits.

Logica had a positive operating cash flow in the first balf and this, together with the £15.1m raised from the refinancing, resulted in the company having no net borrowings, and having net tangible assets attributable to shareholders of some £16m.

considerably higher interest charges of £781,000 compared with £373,000, and this reprefilm in respect of possible rating,

ordinary item. The total extraordinary debit. show improved taxable profits including discontinued opera-of £1.68m compared with tions, amounted to £15.9m £1.15m. Turnover climbed from against a credit last time of

comment

drawal from office automation aware it must not only perform but must be seen to be perform-ing in the next year or so. ing in the next year or so. These interims are an encouraging start and the share rose sp to 190p yesterday. But for market confidence to be restored Logica must stage a complete recovery by the end of the current financial year, which demands a return to profit in the US and rules out any more the US and rules out any more messy mistakes with fixed fee win new husiness is unques-tioned and it is well poised to make the most of growth in both the financial and defence sectors. The City expects profits of £5m this year and a p/e of 29. The tristes of 1985 had labelled Logica as an accident

prone company and the market has little faith in the ability Pretax profits were after of the present management to onsiderably higher interest overcome that. A hid would be harges of £781,000 compared the sensible solution. But EDS's charges of £781,000 compared the sensine solution. But £DS with £373,000, and this repre-withdrawal, and the political sents interest on borrowings problems posed by the lucrawhich have now been fully retive Ministry of Defence and paid from the proceeds of the re-financing. It has been decided to take the opportunity British hidders, like the market, and the halfway stage the directors of this USM quoted group reported that profits were ahead-from £583,000 to £704,000 and said they were "reason-re-financing. It has been decided to take the opportunity British hidders, like the market, and the political directors of this USM quoted group reported that profits were ahead-from £583,000 to £704,000 and this repre
Withdrawal, and the political directors of this USM quoted group reported that profits were ahead-from £583,000 to £704,000 and this repre
Withdrawal, and the political directors of this USM quoted ahead-from £583,000 to £704,000 and said they were "reason-re-financing. It has been decided to take the opportunity British hidders, like the market, and the political directors of this USM quoted ahead-from £583,000 to £704,000 and this repre
British Telecom contracts, will and said they were "reason-re-financing." It has been decided to take the opportunity British hidders, like the market, and the political directors of this USM quoted and said they were "reason-re-financing." It has been decided to take the opportunity British hidders, like the market, and the political directors of this USM quoted and said they were "reason-re-financing." It has been decided to take the opportunity British hidders, like the market, and the political directors of this USM quoted and the political directors of this USM quoted and the political directors of this USM quoted and the political directors of the profits were and the political directors of the political directors of make a general provision of would haulk at such a

### COMPANY NEWS IN BRIEF

J. HEWITT & SON (Fenton), the manufacturer of industrial and domestic refractories, increased taxable profits in 1985 from £541,000 to £642,000 on turnover up from £8.3m to £7.72m. Earnings per share rose to 11.4p (8p) and the final dividend has been lifted to 2.3p for a higher 2.7p (2.4p) total. The company expects a further profit improvement this year.

CITY OF ABERDEEN Land Association has placed 27m of 10.8 per cent redeemable stock 2011 with institutions at £100 per cent. The issua is in accordance with a drop-lock loan agreement which City of Aberdeen entered into in November 1981.

Investment Trust actieved net revenue of in the correst \$760,000, against £734,000, for 1985, aithough the year to end-February 1986. with budgets.

\* Pre-tax profit up 24%.

Half-year results

Profit before taxation

Profit for the period

Earnings per share

Earnings per share

Dividends per share (net)

(pre-tax)

(post-tax)

(Unaudited)

Turnover

improvement over last year.

\* Increased sales being maintained in second half.

\*Results for full year expected to show significant

28 weeks 28 weeks ended ended 10th January 11th January 1986 1985 1000 £ 1000

5,969

2,250

Sirdar PLC

Flanshaw Lane, Alverthorpe, Wakefield WF2 9ND.

21,396 18,520 36,495

4,825

1,800

3,719 <u>3,025</u> 6,029

12.46p 10.07p 19.89p

**7.76p** 6.31p 12.57p

1.65p 1.32p 4.12p

9,533

3,504

\* Interim Dividend increased to 1.65p (1.32p).

Net asset value per income share at the year-end was 51.38p (51.38p), and per capital share was 38.03p (27.7p). The second interim dividend is 2.55p (2.69p), making a total 5.35p

JAMESONS CHOCOLATES, the London - based confectionery manufacturer, reports more than doubled taxable profits of £320,000, against £132,000, for 1885 on virtually unchanged turnover of £8.8m (£8.81m). The final dividend is held at 3p for an unchanged 5p total.

GESTETNER HOLDINGS sharebolders were told at the annual meeting that the company did not expect interim profits to reach those achieved in the corresponding period for 1985, aithough this was in line

### nears £2.5m at midway

Pre-tax profits rose from £2.12m to £2.45m io the balf year to end 1985 at George H. Scholes, the Manchester-based electrical engineer and manufacturer of Wylex electrical products products.

The interim dividend is inthe interim divident is in-creased from 6p to 8p to reduce the disparity with the final, Midway earnings per share came out at 23p against 19.7p. Mr G. McDowell, the chair-man, said that the start of the current half bad been encourag-

ing, and be looked forward to continuing at the present level of activity. First balf turnover rose from £12.11m to £14.14m.

After a tax charge of £968,000 against £953.000, and the highe against 1935,000, and the higher dividend, which will take 1514,000 (£386,000) the com-pany is left with a retained profit of £964,000 (£878,000).

### McLaughlin & Harvey

Builder and civil engineer McLaughlin & Harvey has seen a reduction in pre-tax profit from £1.47m to £1.15m over 1985. Earnings are down from 21.5p to 19.4p per share hut the dividend is beld at 7p with an unchanged final of 5p.

At the halfway stage the directors of this USM quoted group reported that profits were ahead from £583,000 to £704,000

# Shipman doubled to £2.1m

Jones &

THE recovery at Jones & Ship-man, the high precision machine tool maker, has conmachine tool maker, has con-tinued apace, leading to doubled profits of £2.12m for 1985. Shareholders benefit with a lift in their net dividend from 2.75p to 3.85p, the final heins 2.7p. Turnover rose by £3.06m to

£19.92m while the increase in perating costs was held to the cost was held to the costs was held to the cost of the cost

£129,000.

The directors say that the current rate of ler intake is not as brisk as for the like period of 1985. Nevertheless, they are currently budgeting for a year-on-year increase in both orders and turnover.

### Macallan optimistic for 1986

Macallan-Glenlivet, the malt whisky distiller, yesterday reported a slight fall by £26,000 to £719,000 in taxable profits for 1985 but was optimistic that a significantly higher result could be achieved this year. Turnover during 1885 moved ahead from £4.75m to £5.02m but, while operating margins improved by a full percentage point, higher interest charges of £637,000, against £488,000, de-pressed the taxable result.

pressed the taxable result.

Despite this, however, the final dividend is being raised to 2.34p (1.9p), making a bigher total of 3.34p (2.9p). Earnings were 10.67p (11.23p) per share.

The directors say that the company in 1936 should benefit from lower interest charges and fuel prices, as well as anand fuel prices, as well as an-other material advance in bottled sales which helped the 1985 results.

### Hillsdown offshoot lifts profits 59%

Hunter, a furniture manufacturer which is part of the Hillsdown Holdings string of companies, saw taxable profits rise by 59 per cent in 1985, and as promised last October it is to resume dividends with payment of 2.5p. Mr Harry Solomon, chairman,

says that the year has been one of significant improvement. one of significant improvement, and that the profit rise—up from £660,000 to £1.05m—principally due to an excellent result from the Hunter Plywood group and a useful first time contribution from the newly-formed property division

# **Problems at Berger** show through in Hoechst downturn

BY TONY JACKSON

the Berger paint subsidiary, fall in the Australian business.
which was hit hy strikes and competitive conditions in ment division raised trading competitive Australia.

Group sales rose 3 per cent to £584.2m. At the trading level, profits from chemicals level, proms from chemicals (including pharmaceuticals) were up 20 per cent at £9.7m. This partly reflected the inclusion of the Cox pharmaceutical acquisition, which contributed about half of drug sales of £30m.

Cox makes generic (unbergeded)

makes generic i) drugs, and (unbranded) Hoechst said the purchase had underlined its loss of confidence in UK branded medicines as a result of the Government's introduction of a limited list of

prescribable drugs. continuous Paint division profits fell hy level.

Hoechst UK, the British subsidiary of the West German
chemical giant Hoechst AG,
suffered a 4 per cent drop in
pre-tax profits last year, to
find the chief culprit was
fill in the Australian business

The Kalle Infotec office equip-ment division raised trading profits from £100,000 to £1m on sales of £23.9m. The division has been undergoing lengthy restructuring.

The interest charge rose sharply from £9.7m to £12.4m, the result of higher rates and a £13m increase in borrowing over the year. Capital spending particularly on acculsitions, bad been bigher than expected at £15.4m The budgeted figure for this year is £13.5m.

Mr Dominik von Winterfeldt, head of Hoechst UK, said he was cautiously optimistic about 1986. Sales and profits sbould continue at around the same

JOINT COMPANY ANNOUNCEMENT

FREE STATE CONSOLIDATED GOLD MINES LIMITED

(" Freegold ") (Registration No. 05/28210/06)

ORANGE FREE STATE INVESTMENTS LIMITED

(" Ofsil ") (Registration No. 85/05715/06)

WELKOM GOLD HOLDINGS LIMITED

(" Welkom ")
(Registration No. 05/24464/06)
(all of which ore incorporated in the Republic of South Africa)

ISSUED SHARE CAPITALS AND INTER-COMPANY

SHAREHOLDINGS Following the allotments of shares arising from the Schemes of Arrangement in terms of which Freegold acquired the entire issued share capitals of Free State Geduld Mines Limited, President Brand Gold Mintng Company Limited and Western Holdings Limited,

the issued share capitals of the companies are now as follows: FREEGOLD 116 179 121 shares of 50 cents each **OFŞIL** 

> 22 514 094 shares of 1 cent each WELKOM 35 350 937 shares of 50 cents each

Ofsil is the holder of 58 761 785 (50.58 per cent) Freeguld shares and Welkom is the holder of 6 838 000 (30.37 per cent) Ofsil shares and 6 141 966 (5.29 per cent) Freegold shares.

lobannesburg March 20 1986 

# **UNOCAL**

U.S.\$200,000,000 Union Oil Company of California

**Guaranteed Floating Rate Notes due 1996** 

Guaranteed by **Unocal Corporation** 

In accordance with the provisions of the Notes, notice is bereby given that the Rate of Interest for the first six months of the interest period ending on 19th September 1986 has been fixed at 71% per annum. The interest accruing for such six month period will be US\$405.69 per US\$10,000 bearer Note, and US\$405.694 per US\$100,000 hearer Note, on 19th September 1986 against presentation of Coupon No 1.

For holders of fully registered Notes the Rate of Interest for the first six months of the period ending on 19th September 1986 has been fixed at 714% per annom. The interest accruing for such six month period will be US\$405.68 per US\$10,000 fully registered Notes, and integral multiples thereof; payable 19th September 1986.

Union Bank of Switzerland

London Branch Agent Bank 20th March 1986



- 1985 Record Profits \* Pre-tax profits advance by 77%.
- \* Dividend recommendation 50% higher
- than 1984 comparable.
- \* One for four Rights Issue. \* Scrip Issue proposal.

"The Board view the current year with confidence, particularly as more of the new plant will come on stream.

Taking all matters into consideration, we expect 1986 will be another year of progress for the group."

	it otolle, olkilikili				
	Year ended 31	December			
Results in brief	1985	1984			
	0003	0003			
Turnover	28,795	25,451			
Profit before tax	2,215	1,249			
Dividend per share	9.75p	6.5p			
Earnings per share	27.0p	(national) 16.8p			

### 1985/6 TAX RELIEF Sir Speedy Printing Centres Pla **BUSINESS EXPANSION SCHEME** son specify programs centrals pic - The Company has been the service of succeptable and business communications to a variety

THE MERITS OF THIS INVESTMENT SES to retief for the year ending 5th April 1966 Conunis business in high growth service industry creating new jobs Process success in the USA - over 600 quick print centers Potential for high Expirel gales Minimum of (300,000 wer be unice TON themselve application (500) poor set opens on 20th February, but may be closed at any time therester, several does not continue an other or restation to superchast or several manage and hat detects of one other or the prospecting, which as

MONTANO SECURITIES PLC Telephone: 01-283 7671

BASE LENDING RATES

Northern Bank Ltd. 12.%
Norwich Gen. Trust 11.6
Peoples Trust 11.6
PK Finans. Intl. (UK) 13.6
PK Finans. Intl. (UK) 13.6
Provincial Trust Ltd. 13.7
R. Raphael & Sons 11.6
R. Roxburghe Guarantee 13.6
Royal Bank of Scotland 11.6
Royal Trust Co. Canada 12.6
Royal Trust Co. Canada 12.6
Standard Chartered 11.6
TCB 11.6
Trustee Savings Bank 11.6
United Mitrahi Bank 11.6
United Mitrahi Bank 11.6
Westpac Banking Corp. 12.6
Whileaway Laidlaw 12.6
Membors of the Accepting Houses Committee. Brown Shipley 121%
CL Baok Nederland 111%
Canada Permanent 111%
Cayzer Ltd. 121%
Cedar Holdings 13% Cedar Holdings 13 %
Charterhouse Japhet 111 %
Citibank NA 111 %
Citibank Savings 112 %
City Merchants Bank 121 %
Clydesdale Bank 111 %
C. E. Coates & Co. Ltd. 13 %
Comm. Bk. N. East 121 %
Consolidated Credits 121 %
Continental Trust Ltd. 111 %
Co-operative Bank 121 %
The Cyprus Popular Bk. 121 %
Duncan Lawrie 111 %
E. T. Trust 13 %
Exeter Trust Ltd. 12 %
Financial & Gen. Sec. 121 %
First Nat. Fin. Corp. 131 %
First Nat. Sec. Ltd. 131 % 

R. Stone, Chairman

Copies of the Report and Accounts will be available from The Secretary, Hearror Gate, Hearror, Derbyshire DE7 7RG

#### **BUSINESS LAW**

### Two basic rules for the Big Bang

By A. H. HERMANN, Legal Correspondent

SO MANY of my colleagues with suspension, injunctions so MANY of my colleagues who are highly expert in financial matters have been writing about the Financial Services Ball for so long that I thought that I was safe in concentrating on legislation which really matters; for example, the laws which they make in Washington and they washington and they washington and they washington are serviced in the washington and they washington washington and they washington washington and they washington wa and restriction orders will fight back in courts, making com-plaints against the self-regulatory organisation, the SIB-regula-tory organisation, the SIB, the Secretary of State and his in-spectors. They will be busy convincing the DPP that no cytience is available." ington and then apply across the Atlantic or to British firms who take their sults to New There was a silence, and then

library copy in pristing condi-tion, its 174 pages craving for human sympathy and attention.

mind the idea, implementation

is unlikely before mid-1987, probably much later." "But

Big Bang is scheduled for October 27 1988." I pointed out. "You will just have to make

self - regulating organisations

solf - regulating organisations should bave brought out their various rules. "CANT SAY" appeared in glaring green

lellers on the screen.

"Don't be silly." I said to
my computer, "there are 166
clauses and 13 schedules. Do
your work properly and tell me
what will happen."

"NOTHING," in blg green letters. "Explain," I ordered, losing patience. "There are too many 'ifs' and 'buts' " chirped

the computer, evidently trying to appease me. "Only one thing is certain. The breach of the

HES LIMITED

TS LINITER

HITED

of South Africa

R-COMPLKY

লো কেং ডিক্টেল্বলী।

anguired the street

the milet freeder

ern Helden Lings j Tan 22 fillions

ent fraggeren

13 3

SCHEME

The second of th

AT PARTY AND

PLC

The state of the s

ing the second

şγ o≡

my computer added: "Can'i say how anyone will have time left for the investment business." However, it was ordained that I should not be left out of the song and dance preparing for the Big Bang. Still liopeful, I went round the office looking for annotated copies of the Bill which would save me from thinking. All I found was a library cone in pristing condi-At this point, concluding that

At this point, concluding that I would not get any sense out of the machine and flooting the doctor's orders. I decided to make another attempt in digest the Financial Services Bill by human methods, I am sorry to confess that I did not get much further than wet constructed. further than my consputer and can offer no more than these meagre gleanings about the human sympathy and attention.

I read it all before leaving the office but it did not help nuch. I took it home and read it again. To no avail. Next morning. I woke up with a high ferer. The doctor was called and strictly probibited the reading of any legislative material. When I recovered, I still could not say what was in the Financial Services Bill. In desperation, I keyed it into my desk computer and asked what the main idea was. The computer took inordinately long to answer and then said: "Never mind the idea, implementation There will be two liread cate-

gories of persons to whom the legislation should be of con-cern. One consists of those engaged in, or attempting, in-vestment business. The other are the investors. The liest difficulty is that these are only imaginary categories. Some in-vestors will themselves be engaged in the investment business. In relation to the dealers, brokers and advisers. either as customers or as chents. They are customers when they only buy or sell, but clients when they receive advice.

Those engaged in the invest-"You will just have to make do with common law, the Prevention of Fraud Investment Act 1958 and the Licensed Dealers' Rules."

I asked whal was likely to happen in 1987 when the Secretary of Slate, the Securities Investment Board and all the self-regulating organisations. subject to rules made by the Secretary of State, except that

cannot be enforced.

The crucial prohibilion of the Bill is contained in Section 44 which says that any person who makes a misleading statement or dishonestly conceals any material facts is guilty of an offence for which he can be sent to prison for up to seven years. This sounds prefit tough, but the reality is different. First, it does not apply

side the UK, or affecting agreements entered into are exercised outside the UK. One can see the prices of Zurich office accommodation rocketing. Second. If anyone is

careless as to mished UK investors from a UK office and

The Bill would, of course, give the Secretary of State many other theoretical possibilities of how to more against those who
do not play the game, for
example, by withdrawing or
threatening to withdraw or
limiting their authorisation.

strated by the past treatment of insurance frauds and the exemption of Lloyd's of Lomlon from the impact of the proposed legislation, one would have to be foolishly optimistic to expect that the oblitical powers will be used effectively.

There is, of course, also the remedy of common law private action for those who have been swindled and who should be able to recover any profits fraudplently obtained by those who pretended to act as agents but preferred their own interests. Those who need the protection of the law most will not have money to risk an such private intigation, and some of those who have the money will use litigation just to annoy their competitors, or to bring them into disrepute. And what about the duty of an agent representing two principals whose interests clash? The Bill does not provide an answer,

Secretary of State, except that these rules will not apply to them if they are members of a recognised self-regulating organisation. Finally, there is a third calegory, those who attempt doing investment business without being authorised; hey will find that their deals cannot be enforced.

The crucial prohibilion of the Bill is contained in Section and investment organising departments in a multi-purpose partments in a multi-purpose financial institution. My computer tells me that as many as 50 Chinese walls might be

City stands and falls on the condo nothing to strengthen that confidence and a lot to frighten dealers away from London.

Is there a better way?
There is no perfect solution,
but it could be done better. commilis an offence against First, whatever legislation is section 44, the matter will have made, it should be simple and to be referred to the Director understandable to non-lawyers of Public Prosecutions, who and even to those coming from will give the culprit complete other jurisdictions and used to protection from publicity and more direct legal thinking. It plenty of time to find refuge could rest in two basic rules, for hinself and his money in one saying that anyone who misone of the many warm islands leads anniher person, or less specialising in such hospitality. him fall into error for his own a fraud-and forget about the jury in pronounce. The second rule should be that no one can serve two masters.

From these two rules every-thing else can be derived Given the existence of the one big family linking politicians with City institutions, as demonstrated by the past treatment use with customers and cheois should clearly state how they deal and what profil or other interest they have in the fransactinu,

Second, enforcement should be simple, cheap and predict-able. There should be no reliance on remedial actions depending on political decision of ministers and nu references to the Director of Public Prose-cutions. Private actions should be only a last resort and secircumscribed as to preven abuse, The main hurden of enforce

ment should be concentrated in the hands of a Securities Investment Board with statutory power to impose resfrictions on dealers and severe fines capable of puttlog culprits out of husiness. There should be the right of appeal to courts in the same way as there is judicial review for other administrative decisions. It would rarely have to come to that. The possibility of sending a mob of investigators on a dawn raid. Hie ignominy of well publicised investigation the risk of initiating class actions on hehalf of the small investors harmed by illicit operations: such threats would probably be enough to put the fear of law into City dealers in the same way as raised eve brows used to do in the good old days.
And one more thing, it could

Is certain. The breach of the asystematic those concerned to mount a civil suit under seed on 57. All documents will be capable of discovery. Litigation will proliferate to figures beyond my capacity. Authorlsed persons threatened any material facts is guilty of necessary within a conglomerate to provide for all possible siluations. As it may be difficult to erect so many, it suggested that form the financial press partners might sit in spacesuits and lunch apart.

There is indeed very little to recommend in the Bill. The

#### TINITED INDITED TRIPONDER AND ON CIPDATE OF

هَلَذَا مِنهُ لِأَصِلَ

7 ]	F	T	U.	NI	T TRUS	r :	INF	ORMA	<b>ATIC</b>	N	SI	ervi(	Œ		_
AUTHO	Dic	בה			Oryceart Hait Trest Mam Ne-Lett Hie, Fortman St 1 H C	t Ltd(s	Keyal	Gartinore Fund	Managers (a	) (c) (g)	-11919	Legal & General	(Unit Ts	L, Mag	rs.] Ltd @1: 234634
AUTHO					the great factor of the State Events of the Lancon Eco.		347	2 to Mare Aug Lord Depote may 1996/4 Armonia Inc. Armonia Tran	> No. 580b	99 3° +0	1 820	S Resterati R1, Brem Equity Dr Castly Act. Eastly Income:	7116 4271 396	450 4.4	40 .00 41 41
UNIT 1	Kn:	15			A areas Varia 127	55.5		Corner Sam	409	다. 전투 - 4		Estated Estated 6/2	10.0	66 787 74 P 82 5	-37, 124 -27, 155 -12, 168 -13, 121
Abbey Unit Tal	Magrs.	(a) P. (c	-	,,,,,,, ,,,,,,,	become a state 16 1 17	130 t		Compraints of List of Land English Trad Forget on La	2013 X	18# -0 900 +0 984 -1 274 +0	5 527 L 0:1	ha Maraord Natura Arragram North American Sa Sprival Sas	70 4 70 8	94 S	-201 135 -10 211
High Income  Get & F senting  High to 1 and 9  R often P tobat	9187 621	125 out	•: 4	455	The second secon		· [4]	A Titel Signified Signified Sign Sacrified Sign		More - 1		Leonine Admini 20 Gaptia 4 Ave. LD	stration L	td rs	OL +600 1595
Cantal Growth American series	154.3	197 Ge	-11	075	CS America College Medical Med	(4.0 (4.0	21 242 1143	former: After waters; how recome for fame to make the t			g/ 547	Fig graph popular She graph popular She galanting was an	:343.1 :343.1	716	+03 E01
Auch & hop It Capta de emp Commando à Long Luignes acota	4C 1	LUAV AL Tag	-1	. ;;;	Capada Life Unit Trost M	roili Spra 1	atd Sas	Magne Fant Pad Agentus 74 a Magnet Fantas Fa	. 702 75 . 4526 <b>9</b> . 1122 1	13 •0)	÷ (47	Lloyds Bk. Link Regratur Dept, G	Tst. Wag	Mar pla	c, W 5er
Marketar	915 2395 219 586 4274	167 :	***	543	Can Gen 2 n 1137 Se Gen Arrom 177 h So reces 3 c 77 B	119 a 188 a 11 3	P 8 at 51, 22	Or to the Property of the Control of	.89.2		382	0903 502541 Calmord Sylvacium Europinal	15 m 7 25 m 4	Desking [3] is Table String	24. 24. 3. 3. 4. 1.78
Ur Green As, Um; Un Legeth (in) U.S. Electing Co. Equility Proj	(97.4 (97.1 (97.9	96.7 66.4 21.5 H	+G	<b>⊭   ≟.'</b>	Camon Fund Managers L	263e	34 16	Global Assel Ma Cam Sterbay Mac				Estination De Accession	21.4 21.4 20.5	1013	5 19 5 19
For Arther Hume Allied Dumbar L	see Santo	el Fands	Keşm		Grante Way themptey had 29 th themptey had 29	v8	01 902 6675 -027 243 -034 4.5	La Statement Popular GRO ( on March 18 GRO ( on March 1987)	Literatur SW1 186.2 1 4 117.8 1	01-4 91 (r 11-4) 13-41 13-41	93 9990 93 1 93 2 1 5 04 1 5 04	Dr. Access	2005 2015 117	10 - 1 10 - 4 10 - 1	0.79 643 443 343
alled Durkly Cen	rant intro	.01.371.01 2 NT TE	L	20291	Part American 140 T Capel (James) Mogt. Ltd	2007	-;: 252	CAM Tarks. CAM Trans Mar GAMPe Liter ( a Mg	17.4 1 17.13 9 1 17.1265	53 58 36	- 234	Do Second	183.4	19.1	041 041 072
Estanced Trents First Long Grant Circ Trent Catena Long	279 4 (125 8 248 8 (4.17)	236 Bad 144 4 250 11	1	119 115 115	100 Gia Broad St. EC24 150 Capus 124 1	200	51-22 5511 11-11-11-11-11-11-11-11-11-11-11-11-1	Govern   John   U	init Magt. Lt	C2 0: 5	85 5620	De deserri le Arrestate Com Bonderani Paul d'Estan	407.5 107.3 107.9	1000	. 340 5 40
Baseura Trace Artist Trace Incurse Trace American Income Tra	617 617 1907	5/8 9 5/8 9	• IF	34	Cater Allen Unit Tet Mani		er 13	Designer & State of the Control of t	Mary 21,569 05. * 625 7.	<b>.</b>	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Da (Arryon) Sensit in Britani Da (Arryon)	1515 1714 1911 (*5.5	11: h	2 15 1 81 1 83 1 97
High my the Trust Eggs to the Trust High Light Trust	1112 S 1137 S	191 1	-43	1 462	Communicated St. ECAN 7AU Communication Co. 1 (1947) Cont. Bd. of Fig. at Chick	il.)	5;433£314 -:4 ,641 -:4 ,641	Same Constitution of the Constitution of the Constitution of the Constitution of Constitution	1245 1	66 -6 794 -4 76 -7	1 021	More to the Guille De - Aduste .	245.5	393 P	TC )
Gon See Trust International Trusts International Inc.	-34	76.2 75.2 65.4	-71	1.24	77 Compan Wart Compan EC24 v3	12 .5	61 565 .8.5 62 565 .8.5	Company of the Company	A: 2	666 -1 666 -2 179 -0	V 41.	Lieyd's Life Uni 2 St Mary Bee EG3: Çoon, Acum	4 TSL MA 164P	174.7	01.920 03:11 -35 .51
Paulic Tres American Tres Secure American	1.41 6.6 056	11.6			Ortober 25 Channeo Chanties N.R Fa		12 55 11 <del>435</del> 4121	Enemy terms (Spring) Laurent Ta, 17 p. c. (A Laurent Ta, 17 p. c. (A Laurent Laurent) Laurent Laurent	4127 119 514	10-11 - 10 54 0 - 0	1, 240 1, 240 4 501	Egypty De ( Gen Tro J 145) Gun Legal As. Halla regione Ann	101 9 U 9	56 h	+18 453 +17 453 +11 446 +16 446
Specialist Fruits 4 ret var er 10 Gibborato 7 : Smaller (a. 1 p	37.5 (114.0	23a 77 i 121 i	+4 ! •0:	. 23	15 Mocranie, 15april, EC2 Income (15.08 162 ) Do Acado	-	(3)	Granville Und To Street the Lancon Granville Lancon	- EC38D1	d 57 1: €)-5	2) 1212 - 253	High and Dell U.S. Greatle Acc U.S. Greatle Dell	23	41 )4 4 1 4 5 7 4	-03 113 -03 113
Perform (A. Ing.) Rethers Inc. Ser Ver Cher's Open Leg J (	347 e 30 h 40 h	100			Characters Official Street. F 77 Longon Wast Commun Edith 10 Acres Feb 28 1 151 0 Acres Feb 28 1 1510	ė.	C1:6581815 5.4	Gresham Unit To	rust Manager			Local Authorita 77 London V.a. EC.	15- 1 0-1	l <del>nve</del> st.	01-5:23 1815
Terrorous IV Estaget Treats in 201 Lt 1	423	30 6 9-2 18: 3	+:4	1-2	Ciencal Medical Unit Tris Nation From English 852 024	1 Maga	igers L1d 0272 277739	Stephen in	119 [	13 .2	4 200 9 551	Property Fund for 28 Equaty Fund for 28 Fed het Sec Fel Fee 28	165	•	7 05 197 10 73
Tarfasta Tu Smaller (offi Ts USA (offi	1144 B	30 s)  * 1 ll  220 s  46 4es	.;;	263 283	Servera For to TT T Server were All T Song A For or Grown To T	4	*350 T	Erofand Manage Propert Full 24 46:		2AE 01 54	853:7	London & Mane			
Anthony Wieler 19 Water Sale Form	rcon £1 'm∂		Ltd 0:∙37	1010	American Geographics 25 h American Geographic 27 h Good Geographic 27 h Contract Geographic 27 h Contract Geographic 27 h	\$400000 \$400000		Grand Program Care Trail Co. Long Boyles Care Trail Co. Company Care of Real United St. Company on Trail Grand Care Trail	1914 1914 1125 1	1 1	427	Maralage Park, Earl American Ira 1 Gerson Minu 1	HENSICS	27 H	0392 215247 -93: 200 -03: 201 -03: 439
Seeler Guith Fd ins Dt Accient Arbeithean Seen	ntles Ltd	al (S (a)(e)		iæ	Confederation Funds Mag. 50 Chargest Late, WC2A LHE		a) 21 242 2292	Seastion Royal	. LOP.	er -2	I. DTO	income Trest interrational Land Japan Trest Trest of the Trests	200	Sec.	-05 100 -05 100 -71 10 +07 150
131 for horse Parent Lapta (repair Lauren Limenta)	- (24 t)	112.08	234		County Bank UT Ltd	236;	3.20	Appar Exchange Con-	en EC?Y 3L5	01-6	9993	London Law Us	rt Trasl M		al 01-2356:05
Party no. 46 Fueld France & Property Gh & France	61.5 44.5	77 Pr 61 Pr 51 Er		10	161 Cremede Cordon ECCV dE C Capani Anton 266 B Corno 1 41 h Cura de desenta 14 1 f 45	2338.	01-726 1999	in the second of	2008 A 2008 300 1314 I		100	Savies Hours (No Se Capital Grown	1-18	1228	121
Total Carlotter (1914)  15" a A. Maranalia	214 214	75	-31	7.00	Extra the 151.5 Litarinal 1977 Sur Science 1 194.5		100	Programmy Share Co.	2015 2 2015 2	144	1 1 2 1 3 1 3 1 3 1 3 1 3 1 3 1 3 1 3 1	M & G Group ] Three Quart, 1 amer	N N ECIPALI Section : 1-21	9.5%	01-626 4593
Matajori Fund Normalio III too tooksi	7.50 2.50 2.50 2.50 2.50 2.50 2.50 2.50 2	11. 4 4 70 4 70	₽\$ \$	1.78	Greek in: Fresh Star Greek insert times 220 1 strange & Create Lin Greek Int al Zections St. 100 C	57 220 20 22 42 4 41		Gold Manageme 12st order to Low Sect 17 12	don EC2A 1L7	01-6	94050	Allery Jack Control Allery Jack Control Allery Jack Control	,	7 to 1	200 500 200 50
Prophers and in Section 18, tentuck from Linear Languages Williams Languages	181	14.6 13.61 13.61	+7 B	i k	Section Company 1929	2720	- 2 2 101 - 2 2 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	Guirness Maken			1 3 5 5	American serie (2 ; Actum Unit : Amir dasser	× 1	42.5	-02 020 -02 020 -0. 030
Portfolio 1 mm2 Hony runy jih	79, 4	75.7	-[2	120	Crown Unit Trust Services Crown Water Services Crown House, Water GUEL 1889		01862 249)3	PO But 442 32 St M Length Ru Sm (o . f.	15765 16	01-b	350	LACTURE (1941). Economically LACTURE (1945) Companies Separe	1450	164 e-1	*## 3 12 *## 3 12 *## 3 12
Large Large	44	iss g		18	Cross For the Land 125 8 Cross Cross Fort 125 6 Cross Corons 14 156 Cross Corons 14 156 4		+41 5.16 +42 3.55 +42 3.55	Marriages Marriages Griffing	1170 124 1776 124	90 64	80°	Compress termin Compress income Directed Maccan Catta	316 4 3157 34 4	126 1 126 214 4:25	+1 R 273 +17 6 W
Archway Unit T	st. Mgs.   x: EC24 20 D25	P	2109	45322	Cross Learne 1s . 74 Cross in least 1st Control Contro	20 :	18%	St Under U.S. Gets St U.S. and High Inc Hassibro Generali	78.2 80	544 715	1 550	European IAL_um Line I Entry Y-eld	(76 a 213 ) 235 )	997	-07 098 -04 298 -20, 564
7 and . Ground F and Magn Forld County To Arkwreght Mana	.23	2 <u>71</u> 1		128	Turn Per Uni Tu 648	58 C	0805 852271 5.23	Premier U.1 Apr	um., 5, Rayle	CZT7	History 217916	Fare of less Tells	4614 (175	10, 10, 10 10, 10, 10	-0: 279
Thing St. Manchered Artunger Fd March (	WHEE SAH	3117	61 43	2332 200	Discretionary Unit Ford M 36 38 New Brand St, ECC4 1845 4Drs on Warth?	93±2	C1 +38 +355 3 vo	Harrison on Complete State To Hambros Bank U	2 538 1		173	· Vacani funt. Perint Perint funt.	12-27	1317.4	*32 170 *61 770
Atlanta Unit Sta 46 Moorgate, London American Sept Costs	r ECLIR BEL	tel	6143	2711	Brummond Fund Mangt Li Regs Nac + Nag William St ECA Blen Cas Fund Inc. 1940.7		03-623-751	Premier UI Action, : Eyes	5 Raylesgle Rd, 1	Kettor, Bre	rterod 217916	Gut Income sAccom. Umds: Gold sAccom Units:	61 1 41 1	25 SE	+63 967 286
Jan. For Earl	M 7	16.0	i	12	Girn Can Fund Inc 1940 7 Girn Lap Fund Acc 234 0 Fund Inc Fund Inc 56 2 Fund Inc Fund Acc 123 2	748 9 51 8 129 E	: 32	Martinery Canadian Tres Martiner (Lawity Income Martiner & European 7.) Martiner (L. 2011), 13	NGB 5	1	443	I ALCOM Undel I Memational Growth		321.0 150.0 773.00	+20 504 +53 (94
Actom Units Astom y High Income Astom Wild Energy, Actom Units	-455	14 50	į	142	Denedia Unit Tst Magrs L 3 Chartene Sq Edinburgh EH24D Britis Growth 11	₩	31 225 4577	Name of Japan For East Managery for the East can Managery Rev & Allers, Managery Schoolshared		1000	290	At non Ut 1 International IP: Actum Unit:	1147 B	200 200 200 200 200 200 200 200 200 200	101 499
Accom Units	. 256.6	168.4		4.37	Europeun Gernata I U (165 Far East I (pu)		-13 1B	Harrison Smaller Cos. 1	11176 1	5 P +1	2.07	JACOM Date: Janua Smaler Co's JACOM DWIST.	646 4 76 9	8] s 5) s	-118
Baillie Silford & 3 Glendman, St. Education Into Est Mar 5 Ingui Est Mar 12	1989 9 1989 9	431-6	+16-4		EBC Array Unit Trest Mag 10 December 50, Landon EC2114	posa: MS	tri 01.421.0101.	Henderson Admis Premer UI Admi Premerod, Esser UK, Funda	n 5 Raylery	Read, 0277	Matton, 217238	Abditional Limital . Returnery Limital . Lincoln Limital	5284 1207 5 532 4 A260		115 255
Description 15	.161	304 si 224 si 3e8 2	- 1	120	Dealing 61-626 0181 Curb Grates 14	47.5	1 225	Second Set 14ccum Uraful Seconds	1770	59 +21 19 +31 11 +21	1 234	Second James 1  I Accord (1965)  Smaller Companies  I Accord (1965)	12°49	704 6 1374 7 655 445	+145 350 +145 350 -146 271
EG aquatigi		172.3 176.2 126.2	-34 -01	0.55	EFM Unit Trust Managers 4 Metalle Grescent, Edinberge EFM Removae Food 11, 208		31-226 3492 -0 % 8,25	Cast Growth LACT Hoste The & Strate Following	. 587 575 1076	20 +1:	3.81	Iruger (Access that ) Specialist Funds Charbong Var 18	13.79	469 9	416 424
BG Earne Iti	1366 -854 "Unautron	90.4	144	1 59 4 91 1 06	EFM Caraca Find 1 P7 5 EFM Eurof and 12 24 2 EFM Grown G to ESS1 127 0 EFM Hopelon, 14 11 1301 B EFM Repelon, 15 11 1301 B	130 4	- CA 433	hat Income Funds in a Common	-141.1 2710	01 +2	273	Charbong Vir 18 *Accum 1990 Charband Was 18 Preside Ex 513/17	34.4	375.1	+31 1266
Baltic Trust Mac 25/26 Amenaule St.	agers Lt	4			EFFU Kervantur Fundi II. 20.2	120 2	-50 SE	Harrison Extra Inc Smaller Car, Dry Prof. & Grit	.980 166	3m +1 3m +1 5m +0	9.35	MGM Unit Man	gers Ltd	-CD 17	
O1-491 0295 American American	- 163 /	37.4		082	Edichtorgh Exercist Facets* American Warth 19 1143.0 James Mar 20 192.5	1977	+19 627	Ford Imple International	447	34 38	958	MGM House, Heene High Inc. Income Unit! UK Growth.	itu, Wordberg Life H Sale H	228.5	01-5218211
Japan 6 Georgi High Income Intel Louis Jacome Genth Tel	- 729	720	+64	7.61 1.10 4.08	-Di Williams		1 979	Gustan Frank Godan Inspirer & Gusta Gustan Inspirer Suppan Tock	56.8 69.2 105.2	77 -1. 871 -0 40 +0.	353	LAteen Links)		273	+34 178
Gloom Markets Sills. Second Stantion	354	11 3	+04	140	Eagle Star Unit Mingrs Ltd Bath Road, Chekrebam GL5372Q Un Calantes for the 283		0242 521311	Programma World Side March 14.	. 22 b 45	20 -0.	0.32	MLA Unit Trast 99-109 Sandlag Rd MLS Gar 14	Marchiore		0622614751 *051 219 *051 419
Barcleys Unicom Unicom Hd 252 Roo Unicom America	dord Ra, E7	(9) 92 nl	01-534	5544	the Charles for the Act and A the Charles for the Act and A the Constrators act and A the Act of the Act and A H According for the Act and B	75 % 56 & 66 U	+0£ 155	Berryana Funds Australian Europese Europese Europeum Senail Cos	1786 P	8 0 1 3 2 7 - 2	0 MA 0.74 0 34	MLA Gen 14 MLA Income Trest . MLA IN MLA GEN UNITO . MLA European Trest .	24 1	200	+031 1017
Da Aug Act	. 1384	105 I 74 Ja	-055 +154	179	For Engine 1 and Add Less 2 European 1 and Add KAC UK Gam & Fra (m. 196 , 194 ) UK Gam & Fra (m. 196 , 194 ) Uh Gam & Fra (m. 196 , 194 )	73.0	-1: 072 -04 119 40 851	Home Rome Jean Special Site Partie Son Con	120 8 12	42 -0: 85 -3: 05 -3:	042	ManuLife Manag	tenest Lie	1	
Do Laro Gooth, Inc.	412	65 L	944		The English Trest Group P 4 Fore Street, Landon, EC2	57 H	+07" 867 01-920 9120 -	Simple of the August August Smith of the August Smith of the August Augu	11394 15	0 -01 0 -01 0 1 -01	0 69	St George's Way Ste Gritaire in Gritair Door High Income Und	713	1131	10162E85E0 19 E0+ 285 E0+ 285 E0+
Do Estra income Do Financial Do 500 Do Georgi	254.5 140.2	70.7 243.1 270.7d 149.1 46.4d	-40 -30	355	Grand Car Week		+13/ 590 +1.4/ 273	Army Brewry 1:1 Ezeropt Famils High die son	[120 & 12b	26 +0:	500	Helf for delta fill fill Inti Grant file fill . UA Segator Car	*33	12.0	+07 05
Do Grib & First list lac Do Grown Act. Do Income Trant Do Income Trant Do Incom & Gris The Acc Do Jacon & Gris The Acc	133	189 9 350 5	+04 +05 +05	354	Enterprise Fund Managers 2 St Kary Ase, Locoor EC3A BEP Paramer un Grount . 506		01-623 1212 +1.01 3 10	European Ligge Airennam	1052 113	Ted -10 Ced -26	151	Far East .	P. 3	79.0	+11 021
Do Jacon & Gen Ly Inc. Do Lynnyr 1st Isl Do Recorn Do Special Sec. 7st	78.9 131.3 .275.0	1950 1950	47	155	Equitable Units Administra 35 Forman St, Manchener 142 2A	Hoe Li	61-236 5685	Pacie Es la Heritable Unit To	329.2 13	24 -01 24 -11 20 -21	251	Mayflower Elana 14-18 Gresham St. & Income March 17	onden ECZV	IAU Shira	01-605-8099
Do livetre Fund Do Use Lecture Do Use Lecture	108 U	1157	-24 -06	289 081	Far Eastern pol 7 Gult & Fix Int High Income 171 / 1 Hydra American 156 5	56.55 55.55 55.55	+11, 516	52 Gerkeley Square, L Legant Food	LONDON WITH MODE	( 01-47 75	3.20	Geterge March 17 International Mar 17		30 oct	153
Bra in Fd.Acc.	139 9 210 4	25.1 75.1	2.3	1 14 3 24 3 24	Special Sets 73.6 Topical Sets 73.6 Topical Sets 1646	79 P. 78 4 66 34	+13 321 +13 224	Mesmoss Unit Tr. 20 Frair St, Reading, 1	ust Manager	a.or	95511	Mencap Unit Tri Unicom Hise, 257 Ros Mencap	Mora Ra, 57	145 I	(c)(g) 91-554-5544 +2.71-4.02
Baring Fund Ma PO Box 156, Beckent Australia			01-658 -C.J		Equity & Law Un. Tr. M. 1 St George: Nec. Corporation St. Co UN Gara Yel Acc [14] B	156 Ii	203 553231 +3 4, 3 36	Care-Just Entra Inc.			30	Mercury Fund N 33 King William St. 5	2520ers L C48 905		01-239 Z66C
Carpen	1017	44 3 50 4 100 1	+34	0.5	UN Gara Tot Acc 1146 B UN Gara 1st foc 1256 L Hugher Inc Tot Acc 1256 L Hugher Inc Tot Inc 1913 Green of with Date 1100 1 1	201	*20 460 *16 463	Henzgon Services 29 Western Rg. Ramb And Frant	PER RAPI SLB	E al	453.2	American Growth (Accord Unit - ) American Impome	300.0 149 1 50 a	10.1	-07 18
Port Japan	26.4	325	+10	03 27	Gar, Francischer	1637	+10 274 -01 523 -25 038 -26 037	Hill Samuel Unit	.45.1 10	_		(Atture prof-) Europeus (means	- 1115 q	123	-0.1 147 -0.6 147 -0.6 147
First Europe Tyl. First Nyb America Tyl. Japan Special Japan Special		55.5	-13	81	F&C Unit Management	41 E#	+57 282	NLA Igner Address Int Berein Long Int Carrier From	341.5 55 1976 12	10 01-686 +16-4	294	Jātrīm Urgal Georgi Jātrom Versi Gill	2019 2019 2019	37 8m	+33 258 +34 255
Barrington Mgmi 54 Grevan St. Lond	e Co Ltd	(z)	01-606		I Cameron Postery Hall ECAR GEN F. & Cameron Fo 77 8 F. & Capaci Fo 1000 1 F. & Capaci Fo 1000 1		01-623-4680 -24 824 -84 834 -24 137	ig Botter Trant  spifiance and Inst ig for Lant  the Temporal Land	1109 11 1109 11 111 369	- 13 - 13 - 13 - 14	0.81	Accem Lines Income IAccem Janes	76.3 177.3 186.7 209.0	20 7E	115 714 115 455
Planted in Get IActum Josep	2025		### ###	3.22	Factorers	13 (car	100	the Construction in Constructi	429 45 611 6	#0 +0 P	1.50	interacionel IACCET Univi Adder IACCET (Mas)	119 y	## A	-27 115 -26 011 -28 013
Hags Yul Galery Units! Gale Lacour Units!	1143	1704	111	911	FACTORING IAMES 1058 FACTORING IAMES 1051 FS (reestment Managers L	₹ 37 tal	-04 15h	th income I may by the Trust by Japan Figh Tot in this tenderon for the Security Trust	1794 B 11104 H 1797 J 1811 3		n e.	Browner  Attent Units!   Engage Mor 12   -  Accom Units!   -	135 9	1883A	*24 247 257
Caccard Units Call Caccard Units Call Caccard Units Call Solve and Signature Call Caccard Units Cacc	935 1056	26 178 4 V	-02 -14 -21	879		و د الله		(b. Senwilly Truss (b. Smaller Cx Tiz. (b. Spec. Smills)	(1013 195 (20.7) 197	-34	133	Midland Dank G	OMP UT W		
Macourt (Indis) HAmeric in ISpir in St. (Appenr Lings) European Capital in St. (Appenr Lings)	473 48 322	50 4 A A A A A A A A A A A A A A A A A A	-04	0 91	Service Co S For 1885 Da Accum 1991	41.5	1 40	181 Fund Manage 32 Queen Anne : Gare	London SWIH		21000	Courtwood House, S Tel. 4742 79842 Causa 'Accom unds!	788 ((8) 4	의 교육자   24년   1735년	+1.25 2.33
IACCUP LIMITS	1140.7	290 d	-48	0.25	Fidelity International Mana Rover Walls, Fortenage Fig 10 f Access (1)		132 5e1144 +02 0a5	(B) B) PAR VONE	1550 S	-071 -071 -071		Commethis & 641 Accompliant Curporal Security	.1105 1536 1064 1271	1111	+09 165
Siskopagnie Proj 15 St James: Place, L B'gan Prog Nor 4	ordon SW1	WHIA	01-∻93 !	6311	Amer to Inc. 01 322 Amer Sare Sacrat 509 Amerika Institut	437.7	455 155	Key Frend Manage 35 Foundary St. March	ester M2 3AF	0ы -23	5685	Oktom Heli Edira Alghira Oktom Unitsi Gelj & Fadira	67.4 65.5 51.8	100	+07 777 +08 771 +08 919
Rec (Inst. War 4 Bronze Int Mar 11 Accom Mar 11 Reclumm Mar 19	1337 1337 2155 2155	14014	-27	165			tg : 896	Res Inggrar Field	2226 25 2194 24 59.7 63/		18 68	Action Units! High 1946 Accometer	87 9 149 7 348 5	91 154 153 1	114
Can & For Utar 23 Accum War 23 Brawnin Daighin L	12434	151.6 151.6	;	143	Lapar Serves Serves 1. 152 6 Japan Treat 21 1972 Banapalina Ture 1. 1126.0 11 Man, no. (q. 172 1. 186.5	1017 1017 1116	-11' 030	Kry 1916 Fd. Kry 1916 Fd. Kry 1916 Fd. Kleinwort Benseu		141	1 50	Microm Green Adder and Flaute Microm Ones	276.7 2093 2	131 7 23 24 23 0	-18 023 -18 023 -61 029
5 Giffspur St, Landon Brewen Capetal FD Bermen Ornoma F4 Brewin Int Gut Lat Ful	EG1A 9DE	137.76	01-24B +4 1		Professi Gram Ivi . 1920 Senin E Brus 74 (211 . 23 ) Special Sec 144 0	155 T	U 2 34	20 Fershamh St. Land NY UK Caylor (1984) ( Pe th SanArr (1984)	on EC3 1277 291	01-62 17 -02	191	Microsord Partic'is Acc North American LAtturn Upds: Salpher Cris	107.4 127.9 101.7	100 K	-01 114
Bridge Fund Mac Regn House, King Wil	moers (a)	(e) 143 P 153 d	:15 11-623	3.43	Robert Fleming & Co Ltd 8 Cro.o. Sq. Lancor ECJ4 tAN 18m Seepp: 1831	17.54 17.50	B282 864-10	Ry Film Tip Ny Foin Is: Acr. Answerth First Ruse Con Fo Acr.	105 20 211 2 2416 152 1849 19	- 11	2.97	Accom Units! MIM Unit Tot No.	1107 3	1144	+04 236
Arter Gra Inc.T Do. Asct	728	13	ţ	0 57 0 53	The second the second the second seco	2354	5 🛱	his High yet for the	1196 8 211 1196 8 211 1196 8 211	40 40 4 7 40 7 6 -11	5.49 5.48	11 Devambre Squar 01.626 3434 Grad & Prec Merah	305	Delling ( 44 Cet	11-623 4273
Canda inc \$  Do. Acc. 1  Lecund inc \$  Lecund inc \$  Lecund inc \$  Oc. Acc. 2  Lecund inc \$  Lecund	E .	1302	10	1.63 1.63	Practington Group (2) 3 London Wall Blate, EC24: 540			ng dram (10 Acc ng ira Procepty inc ng ira Gressofty Acc ng ing Gressofty Acc ng ing Gressofty Acc	752 103 109 109 169 81.3	+ -10 + -11 + -05 -05	163	Accent (de la	11 0 104 7 104 5 107 7		-02 197 -02 197 -36 013 -36 013 +07 186
De Ace 4	519 4 7The Pr	33 	16 14 :	Val i	Arm & Gen	746 A. 746 A. 741 E.	054	RE March Tech Act.  RE Waste Tech Act.	420 44 423 4	8 -0.3	0.13	Accem Units*  1.5 Second Feat.  Accom Units*	00 5 00 1 00 1	1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	+C7' 1,89   0.79   0.79
74-78 Finsbury Pave 01-568 2777	mest, Lando Cush	gers Ltd. on EC2a on 01-63	LIED	0479	(Accum CP4) 2245 Cantal 7(24 - 1948 - 2	235 G 255 G		LAS Linkt Trust N 93 George St Edichun LAS Intl Ground Tol LAS High Income Tu		031-225	4908	I S Special Income Accumitation Accumitation Accumitation	561 7593 7593 4 5603	59.3 12.45	-17 523 -73 240 -73 240 -04 240
Entering Virginia (1) Elit Epicialist Funds Ground Gill Trips Saurier Cos Beautil Filmis	977 6666 1340	57 3ml 142 3ml	-02 +10	C 47	European Fol	120 e 51 s	402 C95	LAS UP LOUIS IN	41.3 44.3 34.8 3	100 to 10	220	Luropean Performance Accum Uni	711	775	0 40
UK Growth	F1 4	219	4011	290 1.91	Estra Angele 1 (15) 1792 Maccom (Beth) 1726 Hacom (Beth) 175 0 Maccom (Beth) 175 4	1965 1975 1985	+37, 458 +12, 453 +16, 416	LAS Carrotar		9 -93	0.60 0.66	Minster Fund Ma Master House Archiv Minster	SL EE4R 9E	M (	23 1050 +14 18
High heroma Pands Eatro Ind	596	63 di 28 3 216 5	•0.3 •0.3	714	int Grant 15 1556 (Action Units : ;1:20 Septe & Grafa : 6:0	1633 1633 126	-36 -06 -15. 038	L. & C. Unit Trunt Pierci House, Goothan L&C tot Tuds L&C tot & Geo F4	Ave ECZR 78E	01-586	2200	Jerray Johnston	244.7	25.5	*14 4.55
Nat. High Inc Pref. Searce Sector Specialist Figure Communities Shares	Has i	19 84	∓3₫ +01	994	Marcan John . Aib Marcin Laurello ::4 : Recorn Iral 1786	71 8: 173 8: 174 8: 149 0:	-12 478 -14 186	Laprentian Unit 7	st Mogenat	Ltu		163 Hope Street Glas Imenican	tor G2 2UH ,,,,,, o . i		1-221 9252 -04 337 +07 453 -15 104
Fragetier Sets Gold & General	19.0	209	-63	377 1 347 1	Robert Fraser Trust Ligh. L. 29 Albemarie St. London 191	tel .	12-495 3212		<b>1911</b> 97	0 +17	078	interen Ar Eustron Massier Co. Massar Farmon Functi	.2130 174 1743	61 N	450 450 450 450 450 450 450 450 450 450
Prop Sturm Univ Earroy	602 602	40 7E	-83	0 70 0 30 1 41	Friends Prov. Trust Manage Pudan End Dorling	75 (a)( 27 (a)	b)(c) 306 805055	Lawson Food Mar 41 Charterie Sq. Edica Comments Com. 1841	urgh EH2 395 &	7) 031-225	6301	lappe Correy Starch 12 Lury Carreys March 12 Japan Engraps March 12	347 1	361.24 342.44 345.21	100
Brestant Growth Pane American Growth Law Smiler Los Last allos Growth	27	104 6m 27 4 72 7m	+92	1.11 1.74 0.49	TP Equate times	351 5 351 5	+23 264 +39 265 +12:592	Cornole Sa (Int Francischer (24) Art & Pat 17hr	104 76 104 16 103 16	4	78 1 45 1 187	Manager (Lawrence Mar 12 SE Also Exempt (Mar 12	. 107 3 - 107 3 - 5 10 2	110.5	1 270 270
iaro Sendiker Co 1 ci iar Casi Hong Rg. Perirunte Hall Growth	111.8 37.4 20.7	147 201	-01	0.30 112 1437 156	Og Secom (126 d I P Syrnardship - 1164 0 Dg Secom - 168 b	195.1	*13. 595 *15. 515	HEST YIPS INC. (F)	深? 岩	8	10.00	NFU Merbool Unit IS Fourteen St. Mance	ester M2 2A	F Or	1 · 236 S <del>68</del> 5
ns Recovery Tra Lagger Port Trans Lagger Street Co s 1:2	105.7	11:7 257 14:5	-14	(%)		392.5	01-405-4509   3 72	Lazard Brothers &	i Co Ltd		•		الما	65 4	+1.2º 2.68
		60.2°		523 i	21 - 1919 - 13 الريونة والمراكبة عوامة عد محمدة من (1915-1919 التركيسية)	146 F1	e GT	M. Famis Locks Geningen	204 3 224 210 7 225	대 -45년 학 •5년	107	lê Gracecharch St. E¢ ibi Qu bon 1,: Accum Und⇔	3P 3MH 2034 725 3	715 6 315 li	7-623-4200 +37 31 +59 11
ermet Foreit Springs OEL Topolis	. 179 6 . 172 1	E3 41	+15 +04	٠ •	G. & A. Trest (a) (g) Review Post Bremanco La a		277 227 300	oriyab Shaw Co , Garanti . Escrept Faculti Sa Fuer Int	1119 141 11040 1122	4'	3.64 a 2.06 s	Di Grang jawa Tur Aguam lundi (Di Far Eura Yu	6395	58 7cm 1452 4 60.5cm	-57 11 -94 11 -13 03
Brown Stripley & 1-17 Persymount Ro. )	Co Ltd (	2)(g)	444 45	1144 (	GT Unit <b>Managers Ltd</b> he Floor, 8 Deventure Sq. Longs	r 652M	413	in Francisco In Communication Services	#112 116 #1665 176 #2660 2900 #1510 262		440	Accum Lines (P) American Im Accum Lines	7/6 565 569	60 e	-13 23 -0: 11
5 Portfolio Fall	618	1113	:13	476 ( 426 (	11-283-2575	rams. 3	1 626 9432 1	(Ballettadhachar)	(12) 14: (12) 13: (13) 14:	0) ( 5)	2 400	torwich Union L	Stranse G	inoup (t	2)





1 Goes down sinks (8) 5 Skilful Dora dealt with it

9 The driver of an American car (8) 10 Earnestly hope to become a church member (6)

12 One in seven moved away before the attack (9) before the attack (9)

Warning to sailors! (9)

13 Expel the man entering, let

17 Pct ducks seen in the light the trainee off (5) 14 Left a cigarette case for Iris

16 Back me before article is put in issue (7)
19 New deal includes stage

being maintained (T) 21 Cross after primate gives tip 24 In some books an expression

of disgust means nothing (5) 25 They lease men in some ways, Jack (9) 27 It floats into grimy Holyhead

28 Playing with marbles, about to enter a competition (3) 29 Excuse me, pet, perhaps that

includes the "Times"? (fi) 30 Normal pay for a back doctor DOWN

I For a boring joh picked up

sticks for fuel (6)
2 Staggering "Snu" article on iron that's dangerous (6) 3 Lady written about by Northern poet (5)

4 Call sick nun in for opera-6 Critical of peer's new girlfriend coming round (9)
7 Novel obout an oll rig (8)
8 Scores departed during the games (8) 11 Took place again after 3)

days (4)
15 Sets fire to the joint as a

(8) 18 The wild eagle, once over-

head, is lacking in grace (8) 20 ft may be played if the boy turns cold (4)
21 Fruit the kinky pair take to

bed! (7)
22 Elizabeth is employed in a job disguised as a rodent (6) 23 When many object, go up (6) 26 The said aircraft is not

luxurious (5) Solution to Puzzle No. 5,976



### **Company Notices**

KLEINWORT BENSON (JAPAN) FUND S.A. Société Anonyme d'Investivement Luxembourg, 37, rue Notre-Donie R.C. Lucembourg B 8,528

Notice of Meeting Shareholders are invited to attend a General Meeting which will be held at the offices of Kiedigibank S.A. Luxembourerase, 43, boules and Royal, Luxembourg, on April 9th, 1986 at 4,00 p.m. with the following particular.

Receipt of the reports of the Board of Directors and of the Statutors Auditor. tory Auditor.

Approval of the balance sheet and the profit and loss statement as at Mr December 1985.

Payment of a dictidend.

Oscharge of the Directors and the Statutory Auditor in respect of the carrying out of their duties for the year ended Mst December 1985.

Re-election of the Directors and the Statutory Auditor for a new

authory term.
Approval of the appointments of Messes, J. Adam, M. Katsuta and J.F.B. Tron as Directors of the Company.

J.F.H. Trott as Directors of the Company,
Directors fremmention,
Contrarion of the Company into a société d'investissement à capital tariable under the law of 25th August 1983 concerning collectore investment undertakme.
Adjustment of the Articles of Incorporation, as a result of the action to be taken on the preceding item of this acenda, substantially in the form of the drift Articles of Incorporation as deposited at the Registered Office of the Company, where they are articleble for inspection by the shareholders.

Miscellaneous business as may properly come before the meeting.

Resolutions on the above mentioned agenda will require no quo-rum and the resolutions will be passed at a simple majority of the Mades present or represented at the meeting, except for resolutions in respect of items 8 and 9 that will require a majority of 2.3 of the shares present or correspond

items 8 and 9 that will require a majority of 2. Not the shares present or represented.

Holders of bearer shares may vote at the meeting in person by producing at the meeting a certificate of deposit which has been or will be issued to them actinst deposit of their share certificates with Kiedertstank S.A. Luvembourgers, 43, boulevard Royal, Luxembourgers Kleinwort, Bertson Lid., 20, Fenchutch Street, London EC3.

Holders of beater shares may vote at the meeting by proxy completing the form of proxy which will be made avuilable to them against deposit of their share certificates as altoresaid or presentation of their certificates of deposit, in order to be railed all forms of proxy must reach the Company at Kredicthank S.A. Luvembourgeose or Kleinwort, Berson Lid., live clear dars prove to the meeting.

Share certificates so deposited will be retained until the meeting or any adjournment aberted has been concluded.

Undeers of registered shares may rote at the meeting either in person or by proxy by completing a form of proxy which will be sent to them.

By order of the Board of Directors

#### **GENERAL MOTORS** CORPORATION

Further to the DIVIDEND DECLARATION of 19th February, 1986 NOTICE is now given that the following distribution will become payable on and after 17th March. 1986, against presentation to the Depositary (as below) of Claim Forms listing Bearer Depositary

**GROSS DISTRIBUTION** US WITHHOLDING TAX 6.25 CENTS 0.9375 CENTS 5.3125 CENTS PER UNIT

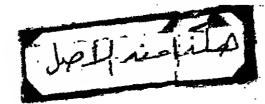
CONTINUED OVERLEAF

CONVERTED at 1.4510 = 3.66127 PENCE PER UNIT Barclays Bank PLC Stock Exchange Services Department

Art Galleries AGNEW GALLERY, 43 Old Rond St. WI. 01-629 6176, MODERN BRITISH PAINT-INGS, GRAWINGS AND PRINTS. Until

54 Lombard Street, London EC3P 3AH

11 April. Man.-Fri. 9.30-5 50; Thui uniii 5.30. MARTYN GREGGRY. "Timpa's China." Suporb detailed and decorative vices. floure and botanical stodies, etc. by this 19th control Canton artist. Exmodition 3:0-22nd March, 10 am to 6 pm level days, 10-am to 1 pm issturativa. Catalogue available. 57, 34, Bury Struck. St. James's London, 5WI, 01-859 2731



GOLD 100 troy az, \$/troy az

351.2 347.0

Close 350.0 350.6 352.6 352.6 358.4 356.0 370.0 373.7 377.6 386.0 390.5

CHICAGO

Prev 243.50 242.78 247.22 250.96 253.60 255.45 266.75 258.50

Prev 61.21 44.35 42.12 41.82 41.92 42.66 43.60 44.30

1.0W 51.80 42.95 40.50 40.40 41.05 40.50 42.50

Low 88.00 87.85 85.80 88.50 87.00 87.50 87.90 63.00

LIVE CATTLE 40.000 lb, cents/lb

April 57.70 57.80 57.22
June 58.82 58.95 58 42
August 57.05 57.40 58.65
Detober 58.07 58.60 55.95
Dec 57.75 57.95 57.40
Feb 57.90 58.10 57.75
April 58.85 58.85
LIVE HIC S 30.000 lb, cents/lb

April 41.47 41.70 41.25 4
Juna 45.40 45.45 44.95 4
July 45.77 45.90 45.40 4
Aug 44.22 44.60 44.13 4
Oec 42.07 42.20 41.95 4
Poec 42.07 42.20 41.95 4
April 39.57 40.00 39.52 3
Juna 41.65 47.65
PORK BSLLIES 38.000 lb. centa/b

1277-

SILVER 5,000 troy oz, cents/trpy oz

### **COMMODITIES AND AGRICULTURE**

### **US ready** to expand agricultural options

By Andrew Gowers in Chicago US MARKET regulators are set to approve a significant expansion in the number of agricultural options contracts allowed to be traded nn com-modity exchanges.

At a meeting in Washington next Tuesday, the Com-modity Futures Trading Com-mission, the official regula-tory body for American markets, is expected to raise the maximum number of agricul-tural options contracts any exchange can offer from two to five.

This would be n hoost for exchanges which already trade agricultural futures contracts, in which volume has in recent years been severely depressed by the large surpluses overbanging the markets and by the resulting constraint on price volatility. They include the Chicago Board of Trade, which eurrently offers options on soya bean and make future, and the Chicago Mercantile Exchange, which has options on live eattle and live hog

#### Attractive hedge

Exchange nfficials also be-lieve a wider range of ngri-cultural options would be an attractive bedging vehicle for farmers — perbaps more attractive than the futures contracts which already exist.

Trading in optims on domestically produced farm products was banned by the US Congress in 1936 following vociferous complaints from farmers about trading sbuses in the unregulated markets of the Great Depression. Options were further brought into dispute in the US during the 1970s by a series of scandals surrounding options on foreign futures

However, a gradual change of heart has been apparent over the last few years, as restrictions nn non-agricul-tural options have also been progressively eased. Congress lifted the outright ban on agrieultural options in 1982, and two years later a limited pilot programme involving two options per exchange was

The pilot programme has been a modest success. Accordlug to Mr John Gilmore, GBOT cheirman, more than 840,000 soya bean options and 363,000 maize options were traded on the Board of Trade last year, with an average daily volume of 3,390 con-1.747 contracts for maize. the live cettle option bas been most successful, with volumes of 119,282 contracts in January

and February of this year.
The exchanges—led by the
Board of Trade—have recently been clamouring for an extension of the pilot pro-gramme. Mr Gilmore told a Congressional committee in February that he wants the Fehruary that he wants the programme—which is supposed to last for three years—made permanent, and all limits on the number of options per exchange to be lifted. In particular, the Board is eager to introduce options on wheat, soya bean meal and soya bean oil.

However, the CFTC has indicated that it would prefer to move in a more circum-apect fashion.

#### Cautious start

"While It is understandable that the exchanges and some users may writ the number of these option products expanded. Congress clearly directed the Commission to proceed cautiously with both (the agricultural and non-agricultural) option programmes," said Ms Susan Phillips, the Commission ehairman, et a futures industry conference early this

CFCT officials confirmed that an expansion from two to five contracts per exchange is the more likely decisian next week.
The exchanges contend that

the introduction of a wider range of options could in-crease their overall agricultural volume, which has lagged increasingly far behind the volume in financial futures since 1980. Agricultural futures contracts now account for less than a third of total trading volume on US

exchanges.
The reason why options are though to be potentially more attractive to farmers than futures is that they are more flexible; the farmer pays n premium up front, but he is not "locked in" at a particular price, so if the market rises higher than the level set in his option contract, he can simply decide not to exercise it.

"There's a relatively large andience out there of farmers wbo don't use the futures markets but would be prepared to use options," said an official of the Mercantile Ex-

change.
A growth in options volume will thus not necessarily mean a drop in futures trading, say the exchanges; in fact, the opposite may be true, since market makers in options may use the futures market in order to hedge their risks.

### European Parliament may MARKETS stall farm price fixing

BY IVO DAWNAY IN BRUSSELS

THE EUROPEAN Parliament's fiercely conservative agriculture committee yesterday threw out the austerity prices package for 1886-87 proposed by the European Commission and Instead called for changes that could add west Germany, at one extreme, seeking widespread improvements by some Ecu 2.5bn.

However, changes in the political complexion of the European Commission and Instead called for changes that could add west Germany, at one extreme, seeking widespread improvements by some Ecu 2.5bn.

There is no bope that the negotiations can be completed before April 1 when the new add Ecu 1bn (£670m) to the farm hudget.

But the move could backfire on the MEPs if it is rejected by the full Parliament in the debate on the Commission's Ecu 21m budget next month. Failure by Parliament to give its formal advice on the prices plan will force new telks with the Commission and the Council of farm ministers which could delay the price fixing process indefinitely.

Rejection of the Commission's scheme, which involves a broad freeze on prices and freeze on

ments were taken, the final resolution demanding wide-ranging changes in all key sectors, most

tical complexion of the Euro-pean Parliament, in part through the arrival of Spanish and Portuguese MEPs, could lead to the report's rejection. Last year, a plenary session of Parliament failed to approve a bighly critical appraisal of the Commission's Green Paper on farm reform drawn up by the

Mr Provan said last night thet, should this also bappen to the prices proposals, the Parliament would have to enter a conciliation procedure with the Council and Commission aimed at dovetailing strict hudgetary restraints on farm spending with the Parliament's

clear picture of likely market conditions. Even without the Parliament's objections, farm ministers appear widely divided over strategy for the new

of which would require substantially increased expenditure.

According to Mr Provan, who took the unusual step of abstaining in the final vote, the ministers will make their first serious attempt to bridge a philosophical gap that has

There is no bope that the negotiations can be completed before April 1 when the new prices should come into force. In the absence of an agreement, Mr Cerrit Braks, the Dutch minister chairing the talks, will be forced to roll-over current provisions on 8 mooth-by-month

The position is complicated still further by the requirement of finance ministers that they must first approve any spending above the Ecu 21hn budgetary

ceiling.
The MEPs farm committee rejected many key aspects of the Commission's prices plan including the principal of a general price freeze. It also called for a small rise lo cereals prices and a substantial increase in the tonnages of cereals allowed to individual farmers before the producer levy would come into force.

It also rejected the tax on milk output, changes in inter-vention prices for dairy pro-ducts and added for a call for less stringent controls on heef producers. Above all, the committee demanded format messures to enbance cash grants available to smeller

#### Indian tea industry hits to scrap at export policy BY P. C. MAHANTI IN CALCUTTA

INDIA'S TEA exports in 1985 record 104m kilos compared totalled 222m kilos, according with only 74.25m in 1984. On to the industry's final estimate, the other band exports to the surpassing the year's terget by 2m kilos. But a sense of 30.8m; to West Cermany hy achievement is tinged with concern that nearly half the quantity went to Russia and traq hy 4m to 8.8m. And this there was 8 disturbing decline was tha case with all other to all the major traditional Middle Eastern countries. there was a disturbing decline was the case with all to all the major traditional Middle Eastern countries, markets which provide free foreign exchange.

At a little over 2m kilos to the US market were to the US market were to the the traditional market were to the traditional markets which are traditional markets whi

This "skewed" pattern of 1m kilos. export trade was, according to Mr D. Atal, vice chairman of the Indian Tes Association, the result of the Government's stopgo tea export policy under
which an unrealistic minimum
export price (MEP) was not
removed until it was too lete.
The Russian buying was
obviously influenced by the fact. that Indian auction prices kept falling as exports to the tradi-tional markets did not move, most of the time the MEP was

At a little over 2m kilos sales to the US market were down

Mr Atal is of the view that India could beye exported at least 2m kilos more had the official party — ...; etsoin nu official policy not interfered with ...the ...export effort so blatantly. A good opportunity to enhance India's share of the world market was evidently lost be claims. lost, be claims.

that Indian auction prices kept
falling as exports to the traditional markets did not move,
most of the time the MEP was
in force.

Consequently Russian huying
during the year totalled a lost, or thodox as far.

The Annual Tes Marketing brokers trying to support tin
Plan which leys down the broad
export target and quotas for a new 10-year low of £3,650 to
each grade of tea, orthodox as well as CTC, and for both the
Northern and Southern regions has not been announced so far.

up with banks and metal
brokers trying to support tin
Tin prices resterdsy fell to
each grade of tea, orthodox as well as CTC, and for both the
Northern and Southern regions has not been announced so far.

#### ITC expected export controls By Stefan Wagstyl

THE INTERNATIONAL Tiz Council was yesterday expected to abandon the last vestige of its power over the tin market by scrapping the export controls it imposed in producing coun-

The decision, which would take effect at the end of the month, lifts the 60 per cent production would limit which bave been in force since 1982 The 22 member governments

have yet to decide what role, if any, the council is to play for the remainder of the current (Sixth) International Tin Agreement which expires in mid-1987. The council's demise comes after it defaulted in October on the debts it built up with banks and metal brokers trying to support tin

### Bolivia's own tin crisis

BY MARY HELEN SPOONER

LAST YEAR may have been the worst ever for the Bolivian mining industry, capping a downward spiral which began in the late 1970s, when Bolivia began sliding in the world tin production league from number three to the uneasy fifth meeting It halds today. Officials of the first production of the date of the uneasy of the sent are only able to recover social problems for the Paz production league from number significan three to the uneasy fifth sent are position it holds today. Officials in La Paz are still swaiting the eventual outcome of the international tin crisis before determining specific actions. But privately they admit that several of the higgest tin mines run by the state mining corporation (Comibol) will bave

to close. For the past five years Comibol's tin production has declined steadily, each year falling considerably below pro-jected levels. In 1981 the corporation produced 18,586 tonnes of tin, a figure which shrank each year to the 12,531 tonnes reported in 1984. Official production figures for last year beve yet to he announced, but are thought to be below even the 1984 level.

Prior to the tin crisis President Victor Paz Estenssoro's Government had drawn np a plan to decentralise Comibol, whose annual losses have been running at \$200m a year and which has not issued an annual report since 1977. The plan involved dividing the corpora-tion into four holding com-panies covering mining operations in northern, southern, eastern and western Bolivia plus an administrative office in La Paz. This reorganisation to demonstrate that the mine is project has been delayed as profitable and thus ensure their mining officials attempt to jobs. San Jose has balted its implement sbort-term emerging at 360 tonnes a year, collepse in the price of tin, and switched to silver production, which accounts for 70 per cent tion, reshaping its mill for collepse in the price of tin, which accounts for 70 per cent of all Bolivian minerals

production. Of Comibol's 21 mining union swareness of the mines divisions, only one, the Huanuni borderline bankruptcy comes mine complex near Oruro is operating in the black. Huanuni. where annual fine tin produc-tion bovers between 3,000 and 3,500 tonnes, contains a thick, easily located mineral vein allowing miners to hand pick allowing miners to hand pick much of the ore. According log operations when only the private mining experts in low grade ore is left, and to private mining experts in La Paz, Husnuni needs to shortens a mine's life.
install a modern milling operaComibol's second tion to remain profitable, which

50 to 55 per cent of tin from

Bolivian Mines Minister, Mr Jaime Villalobos, said the



Covernment is trying to involve Comibol mine workers in the Comibol mine workers in the emergency plans, with some success. He estimates that strikes and work stoppages cost Comibol hetween \$30m and \$30m tast year. At the San Jose mine in Oruro, union leaders have agreed there will be no more strikes, in an effort to demonstrate that the mine is silver flotation. But mining sources note that along with borderline bankruptcy comes the danger of "highgrading," the practice of miners picking out only the richest ore and leaving behind the lesser grade mineral. Highgrading, accord-

bined annual production of calculates Catavi-Siglo Veinte country,

social problems for the Paz estensoro government, becsuse some .60,000 people, including mine workers and their families, live in the srea, and are almost entirely dependent on the mine. The Bolivian mining lndustry's best bope seems to lie in the move towards the produc-

tion of other minerals, especially by private mining companies who produce roughly half of the country's antimony, lead and tungsten. But the private com-panies, who once accounted for 23 per cent of all tin produc-tion, are either scaling down or halting their tin operations. One promising area is Bolivia's Uyuni salt flats, located in the south western section of the country. The Government plans to open private bidding for a joint-venture lithium experation leter this lithium operation later this year, Preliminary reserves calculations show that the area has an estimated volume of 5.5m tonnes of lithium, 110m tonnes of potassium and 3.2m tonnes of boron. Once an agree-

Bolivia also contains rich alluvial gold deposits, and in 1934 exported the first gold bars and non-refined fine gold in 10 years. The bulk of gold operations, mostly in Comibol and small mining co-operatives, is small mining co-operatives, is (569-571c) and closed at 384-387; taking place in north eastern (567-589c). Bolivia near the Brazilian bor-der and in areas directly north of La Paz. Last year's gold prodoction was slightly lower than the 1.27m fine grams officially recorded in 1984, and both Bollbian Mines Ministry officials and private mining companies estimate that actual production may be as much as five times higher, with the unrecorded proeventually ruin's a mine's milllng operations when only the
low grade ore is left, and
shortens a mine's life.

Comibol's second largest
mine. the Catavi-Siglo Veinte

complex south east of La Pay tion to remain prontable, which when wild involve an investment of st least \$1m—at a time when Complex south east of La Pax, is facing almost certain closure. Comibol's financial situation could scarcely be poorer.

Comibol's Colquiri and Viloco complexes, with a complex south east of La Pax, is facing almost certain closure. The mine, which produces concuraged smuggling, A "gold lew" bas been presented to the annually, has been losing around Viloco complexes, with a complex south east of La Pax, is facing almost certain closure. It is completed to the annually, has been losing around to normalise gold mining in the convergence of t

STERLING's firmness was the coler factor on the London commodities scene yesterday. Together with a weak tone in New York it was mainly responsible for coffee's £44 decline in the May position to £2,448.56 a tonne after another volatile day's trading. And it was also quoted as being largely responsible for eash high grade copper fall-iog £14.50 to £983.50 on the London Metal Exchange. Copper had been lower during the day but staged a modest rally in line with the performance of the New York market. After holding steady early nn the cocea market slipped back to end n few pounds down an the day. Sierling was a factor once again while producer sales were also weighing on the market. Sugar futures moved around \$3 lower as the market reacted against Tucsday's rise. LME prices supplied by

	amated Metal Tr	Gold Troy oz	6 -3 F2 6 -0 50 610 5 -0 50 630	
	Unofficial + or close(p.m.) -	High low	5 months 590.40	7.00 42
ash months	807 +5.5 839.5 +5	909 606 834-821	5 months 505.01 Tungsten 505.01 Wolfram 22.00 553.00 Zrnc 1419	-5 14
800-0.5)	three months 829- ment 809 (800.5).	30 (822.5-	producers _ \$650-67	D 565
loss: 83		Tiller Ro.D	Coconut Phil 5300y	5

#### COPPER

	Highergrade	Unoffic'i-	+or	High:low
	Cash 5 months	1011-8	-14.5 -11.25	987:884 10 17;1007
	Official clo (1,008-7) ti (1,002-3) sett kerb closs: 1	lement 98	onthe	1,007-7.
	Cathodes Cash 3 mpnths	982.7	~185 ~13	=
2	Officiel cle (987-9) thres estilement 98 Turnover: Producer prio	months 3 (998). 33,375	1,003-5 tpnn	(101-10

			.45-4.12	
	Unofficial + or close(p.m.)	High/low	PIGNEAT Month	CIO
			p.	, per
Gash 3 months	2534   +3 261-1,5 +8	255 254 282-260	April May,	
(252-3) th	toning (am); Cas rea months 260,5-1 ; 255 (253), Final k	(260.5-1)	Aug Sep Pigmea	103 100
18/20 cen		US Spot:	Best se MEAT stock pri CB—Cattl	COM
117-11			ED Char	. 7

	Closelp.m £ per.i	.) -	High! low
Cash 3 months	2516-29 . 2895-800;		2855,2650 2845/2855
(2,880-90) (2,965-75) Final korb	closing (in three settleme close: 28 ton	month n1 2,86	\$ 2,930-1

#### TIN

Brade	E per m	PREN	Highflow
Cash 3 months	418,5-9,6 430-1	-a -6	456:451
431-Z. Tumovo	three month t 422 (424). r: 4,850 to 30.5/35.75	Final I	US Prime

Unpfficial + er

Gold latt \$2% to \$3471-348 on the London builion market yesterday. It opened at \$3485-3494, and was fixed at \$3485 in the manning, and \$3465 in the alternoon. The metal touched a peak of \$3495-3494, and a low of \$346-3465 in the afternoon, when Now York ahowed signs of waskness. GOLD BULLION (fine ounce) Mar. 18 Close...... 854854.34614 (£25014.230)4 Opening \_ 854719.648 (£23514.23514

M'ni'g fix. 8348.25 Aft'n'n fix 8846.70	(£236,239, (£230,000)
GOLD AND PLAT	RIUM COINS
Kr'g'r'nd, #521-3214	££257  ₂ 2381
2 Krug. \$18212-184	E123r2 134r2
4 Krup. \$924.837	LEGD 14 851
Maple/saf 83504-3601	
Angel #3571-3581	E842 9434)
1/16 Angel #35.40	(#233t-27.
New Sov. 1843, 854	(E574-5734)
4 NewSoy 1504-504	(£34-5414)
Did Boy, 88912 91 F20 Eaglo \$430-470	(£8012-61131 (£291 516)
I KA at 20 to 1 to 10 at day	(CARR), 201 L

	_			
SILVER per troy	Bullion Fixing Price	:	L.M.E. p.m. Unoffic	_
Spot 3 months. 2 months. 12 months	395,40p 406.70p	-7.80 -7.55	383p	-6 -7.
UME—T:	ernover:	17	(21) lot	e 0

RUBBER PHYSICAL6 — The London market opened slightly easer and found ne interest throughout the doy, reports Lawle and Peat. Closing prices (buyers): Soot 59.50p (59.00p): April 58.25p (57.75p). May 58.75p (58.25p). The Kusla Lumpur fob price (Malaysia/Singapore cents) per Lg: RRS No 1 was 194.5 (194.0) and for SMR 20 189.0 (101.0).

#### INDICES

FINANCIAL TIMES Mar. 18 Mar. 17 M'th ago Yearago (Base: July 1 1552 = 100)

#### REUTERS Mar, 19 Mar, 18 M'th ago Year ago 1801.5 1806.8 · 1842.4 1998.4 Base: September 18 1931 - 100) DOW JONES

- 1	
	Dow Mar. Mar. Month Year Jones 17 14 ago 380
1	Apot 131,40150.27 - 117.0 Fut. 133,9513-40 - 121.1
1	(Base: December 31 1931 = 100)  Not available due to suspense of the LME

#### MAIN PRICE CHANGES In tonnes unleso orherwise stated.

	Mar. 18 + or Mpnth 1986 - 290
METALS	
Aluminlum	£1310 333 - 15 51200,200
Geeb h Grade	£288.5 N.5 1403.5
Cald Tank or	2347 Th _ 2.13 8346.13
Lead Cash	£253.5 -3 £254.5 £261.25 -3 £254.75
	151-5114 - 1 161 2316
S months	590.40r -7.00 425.85r
Tin cash	
5 months	
Tungsten	505.01 - 2.63 560 32 b553.00 - 2.63 560 63
Wolfram 22.0	1419 -5 1410.5
Zrnc	1430 -D 1419.5
3 months	CCCC C70 5659 7.0

\$EEDS
Copra Phil 5200z
GRASS .
Barley Fut. Mey.£110 40 + 0.05 £110.41 Mailze £141 5x£145.5 Wheat Fut. May.£117,80 — 0.10 £110.5 No. 2 Herd Wint.
CTHERS
Cocce Ft. May £1622.5 - £1622.

	Pigment pinces were unchanged decorts weaks; physicals, Seel pinces continued to be technically squeezed reports Eastern Capital-CCST.
notficial + or	PIGMEAT Y'day + or V'dey + or
serp.m.) - High flow	Month close - close -
£ per tonne	p, per kilo deadweigh!
53-4 1 +3 255 254	April 102.90 - 196.30 +6,30
61-1.5. +9 . 282-260	May 102.80 - 193.00 -1.4
	June 102.70 0,29
ing (am): Cash 254.5-5	July, 103,001 — — — —
months 260,5-1 (260,5-1) 55 (253), Final kerb close:	Aug 1De,S0 - D,60
( 100), 1 mm K0,0 C.030.	Pigmeet sales: 1 (12) tots of 50
11,500 tonnes. US Spot: per lb.	Carpaeas, 3,250 kg. Beef sales: i0 (1) lots of 20 sides. BEET COMMISSION — Average fai- stock prices at representative morkets

:	· Unofficial +or closelp.m.) —	High! low	(±0.69).
h onths	2616-29 . —20,5 2895-800; —25	2855,2650 2845/2695	Futures and tredad
980-90 965-75 el kort	closing (am); Ca three months settlement 2.865 close: 2.895-05.	2,930-1	lower, Probut priy ve from cons Duffus.

KUALA LUMPUR TIN MARKET-Close 16.40 ringgil per kg, up 00.00 ringgil.

ade an	E per mpnth	Highslow	98.76   98.8 March 20:
sh nonihe	418,5-9,6 -2 430-1 -6	456:451	COFFE
23.5.4) rtiemen 1-2. Tumovo	three months 433- t 422 (424). Final or: 4,850 tonnes. 30.5/35.75 cents	3.5 (436-7) kerb close: US Prime	Aher trad quickly recorder to afternoon dominated searly errengiance. Physical parts of the control of the cont

le Krug. \$1821-184   M 14 Krug. \$923-837   M 1/10 Krug. \$371-2815   M Mapleleaf 83504-3501   M Angel \$3571-3561   M L/16 Angel \$3540   M New Sov. \$9874 854   M 12 New Sov. \$9504-504   M	25712 2381 12372 12472) 0254 03521
le Krug. \$1821-184   M 14 Krug. \$923-837   M 1/10 Krug. \$371-2815   M Mapleleaf 83504-3501   M Angel \$3571-3561   M L/16 Angel \$3540   M New Sov. \$9874 854   M 12 New Sov. \$9504-504   M	123r2 124r2)
\$20 Eaglo \$450-470 (£	90 12 85, 243 12 243 341 243 2 943 14, 233 2 27, 571 4 573 4 34-54 14, 8012-61 13, 891 5 16, 888 3 29 5 34

SILVER	Bullion	+ PF	LM.E.	rt or
troy	FixIng Price		p.m. Unoffic	_
months.	382,65p 395,40p 406,70p 426,70p	-7.80 -7.55	383p	-63 -7.5
LME-TO	rnover:	17	(21) lot	e ol

#### US MARKETS PRECIOUS METALS were

generally steady awalting the outcome of the Opec meeting. reports Heinold Commodities. Copper and aluminium firmed on speculative buying linked to low stock levels. The sugar market showed scattered losses as trade selling emerged. Slack physical inquiry weakened cocoa values. Coffee remained steady on light roaster interest but fresh news was generally lacking. Cotton weakened on speculative long liquidation linked to the larger than expected estimate of US plantings. The energy complex lost ground on commission bouse selling. The grain complex traded mixed with maize under presmixed with maize under pressure on the higher than expected US prospective plantings report. Soyabeans weakened on better cash movement

	NEW			
et \$1510 333 - 15 51200,200	ALUMIN March	59.65	59.10	cents/lb 59.00
ade£988.5 -14.5 £985.35	Aoril May	59.75 59.95	60.20	59.60
OZ 5347.75 -2./5 6342.75	July Sept	60.20 60.50	60.50	59.80 61.00
£261.25 - 5 £274.15	Jen March	61.10 61.30 61.63	61.05	_
02 \$113.06 -0.50 \$104.40 02 \$410.25 \$388.40	May	62.00 €2.35	=	Ξ
77 5220 735 8228 230 0z 385.55p -6.70 413.95p 5 590.40r -7.00 425.85r			nes, \$/to	
	May	Latest 2072	High 2076 2110	2036 2000
2.01b553.D0 £50.63	July Sept Dec	2110 2141 2170	2141 2170	2118 2145
1419 -5 1410.5 ne E430 -D 1419.5 gers _\$6\$6.670 5659.70	March	2186	2135	2172
	CHFFEE		37,500 It	<del></del>
Phil. 8300v \$320	March	Clese 241.63	High 247.00	240.00

# Coconut Phil \$500y \$520 Palm Maleyon .6252,5 + 2,5 +307,5 May

Soyabean U.S.1 2823.9
GRAGES
Barley Fut, Mey.£110 40 + 0.05 £1t0.40 Malze £141 5k
CTHERS
Cocca Ft. May #1523.5 - # £1622.5 Coffee Ft. May #2248.5 - 44 £9545 Cetton A tindex 52.30c -0.55 54.95c Gas Oil Apr. 6148.75 -5.25 \$120.5 Rubber kille: 59.50 +0.5 53.25p Sugar rew 51772 +8 #143 Woottegs 64s

Pigmesi pinces wera unchanged decorts weaks; physicels, Beel pincas continued to be technically squeezed, reports Eastern Capital CCST.
PIGMEAT Y day + or V'dey + or
Month close - close -
p, per kilo deadweigh!
April 102.90 — 196.30 +6.30 May 102.80 — 193.00 — 1.40 June 103.700.20 July 103.00. — — — — — — — — — — — — — — — — — —
8ep, 107.5C. +0,50
Pigmeat sales: 1 (12) tots of 50 battaees, 3,250 kg. Beef sales: 10 (11 lots of 20 sides. BEET COMMISSION — Average fai- stock prices at representative morkets. CB—Cattle 95 29p per kg kg (-0.55). SR—Sheep 229 23p per kg est dow

COCOA	
Futures were lipeked in a £20 tange and treded fittilly to close marginally	
lower. Producers made scale-up sales	
but poly very limited interest was soon from opnisumers, reports Gill and	

om cp	nsumers,	rapor	TS GII	ang
COCOA	Yester	day's	or 8	usinėss Done
	E per t	ofine		
taroh	. 1521-1			556-1515
uly	: 1526-1 : 1556 1	.558	- 1	565-1517 663-1546
ept	1580-1	587 -		569 1578 510.1606
arch	' 1 <b>a</b> 37-1	642 -	9.D 1	646 1654
By		844 -		_
Saleo:	2,181 (	3,549)	lors	of 10

### Oaily price for March 10: 89): five-day aversge for 58.62 (98.09).

#### E

iding £40 lower the market scovared on short-covering, rexel Bumbem Lambert. In oon the New York market scovinty in London and elter igth prices closed near the light.

#### COFFEE Yesterdy's + or Business

	Ciose		Done
March May July Sept Nov	2509 12 2560 05 2600 10 2690 40	-44.0 48.0 11.0 55.0 57.6	2445 2400 2520 2635 2560 2560 2640 2560 2685 2510 2725 2650
Selos: 4.1 1CO India pound) for	2240-60 133 (7.56) cator pric March 18	:50.0 0) fors ( ces. (US 8: Comp	

#### SOYABEAN MEAL

A bearish US planting report kept
prices on the dalensive. Heavy com-
morcial patting found only scattered
buying in the form of local abort-
covering end light consumor buying.
roports Muirpecc.
Yesterday + er: Business close - Bone

### Selca: 456 (686) lots to 20 tonnes. GRAINS

Shipper splling depressed old crop wheat values by 30p before orics rollied on merchant and consumer support. Berley was dull but steady on short-covering. Now crops steaded to stop-loss buying before outsing the form trade selling, reports T. G. Roddick.
WHEAT . BARLEY
Yesterd vs + or Yesterdys + or

Mer.	115.35	0.05	114.40	+ 0.05	
		-0.03			
	17.60	-0.10	110.40	+ D_05	
July 1	18.95	+ 0,15		_	
Sept	88.DO	+ 0.25	97,85	- O. ID	
Nov.	102,55	· + 0.20	101.35	+ 0.05	
	106.00	+0.15	104.70	-D, 10	
Jan	100,00	70,10	104.70	-0,10	
				110	
Busine	ess done		r: March	115 40-	
5 15 M	av 117 9	0-7.60.	July 18 9	5-5 60	
E 00	65 D 56	Nou 1	02.65-2.4	i den	
3ehr 33	gs. u.39.	1404	4 1	-1 300	
705.20-5.	. f5. Si	1153: JL	4 lots	oi içu	
tonnes.	Berte:	r: Mar	ch 114.4	0-4.25.	
S 15 Rf	w 117 9	0.7 60	uly 118.5	5-8.60	
3.13. IM	7 104	65 4 30	Soles.	20 10 00	
		03-4.79.	30/d2.	1013	
of 100 1	onnes.				
1 0000	ON CRA	MIS-W	rheat: US	S dark	
LUNG	Die Con-	N- 9 3	per cer	A Man	
narmom	* Bring	MO 1 15	s her cor	I WILLY	
1.22.85	(ransshi)	oment t	test coas	at US	
No 2 so	oft red	winter J	uns 95.2	i, July	
		cood ha	II April	142	
54.75.	EC 30	L MA	447 FO	110 00	
English	ised to	D Meta	117.50	1 10.QU,	
Anni	119 00-1	18.50	buyors/	ecilers.	
P II			-		

Agril/June 121.00 aelier, Oct 104.00105.00, Oct/Oec 105.75-106.50 buyers/
scilers, Malze: US No 3 yollow/French
transahipment east coast first-hall
April 141.50. Berley: English leed tob
March 110.00, April/June 121.00 sellers,
Aug 99.00, July/Aug 98.25 veluo.
HGCA — Locational ex-lorm spot
prices. Food barlay: E. Milds 114.00,
N. East 114.10, Scotland 111.00. Tho
UK monetary coefficient for the week
beginning Monday March 24 (based
on HGCA calculationo using 5 doys'
archangs rates) is expected to change
to 1.103.

HEATING OIL 42,000 US gallens, cents/US gallons

45.25

High 88.25 88.70 85.10 86.50 87.20 67.70 88.00 88.00

PLATINUM 50 troy oz. \$/troy oz

Close 23.55 88.25 25.85 86.45 87.20 87.50 87.90 63.30

### FREIGHT FUTURES

	Close '	High/Low i	Prov.							
Dry Carge										
April July Oct. Jan. April July Oct. Jan. DFI	811:312 756:733 844:5:847 652:855 925:936 790:815 900:910 800:925 748	812:608 732:753 966:852 987.6:825; 910	807:808 722:787 835:840 848:856 965:935 820:822 900:005 870:920 742.5							
Turn	DEAT! 130 C	4421								

### Glose High Low Prev. Mar. 865.880 875.870 850.880 April 705.820 :817 775.790 May 725.805 :790 770.790 Juno 775.825 — 735.805 8ept. 860 1000 850.1800 B.c. 970.1000 990.940 960.1800 8TI. 828.0 — 908.5

#### Turnover: 52 (67). SUGAR

LONDON BAILY PRICE—Rew euger F176.00 (£110.00), up \$2.00 (unchanged) e ronne for March-May delivery, White surjar \$200.50, up 50c.
A tochnical reaction devoloped in the wake of the commension house profit-taking, reports C. Caamikow.

#### No. 6 Vest'dey's Previous Business Con- close close done Sper tenne F.O.B. May ... 161.6-162.0 164.6-164.6 155.1-190.8

Aug 168.6-169.6 171.0-171.2 172.0-167
Oct 172,2-172,4 174,2 174,4 175,6 170
Oec 176,4-178,0 178,0-190,0 -
Mar 162,4-185,4 184,2-184,6 186,6-183
May 168.4-187.4, 168.0-188.8. 188.6
Aug 188.0-197.0 132.0-155.4 194.0
Sales: 2.541 (1,707) lots of 50 tonne-
and a same filles of the same
Tate & Lyle delivery price for
granutated casis auger was £224,5
(£224 00) a tenno lor export
(1224 00) a remit for asport
International Sugar Agreement-(U
centa per ocund lob and stowe
Ceribbean ports). Priceo for Merch 16
Oaily prico 7.03 (\$.95); 15-day average

# No. D cil contract—May 180.8-1.2: Aug 187.6-8.0: Oct 191.4-1.8. Soles: 303 lots of 50 tonnes. PARIS—(FFr por tonne): Moy 1368/ 1370, Aug 1408/1410, Oct 1445/1458, Dec 1458,1480, Mor 1525/1535, May 1568/1575.

### SPOT PRICES—Chicago loose lord 12.00 (semo) cents per pound. Handy end Harmen silver bullion S72.0 (577.0) tenrs per troy ounce.

SPOT PRICES

POTATOES The market opened unchanged before quickly railying. The April raily was unconvincing with pereietent colling interest emerging just above 199.00, and by the close all the geine had been eroded. May remained aduldly supported finding good buying interest on small dips, reports Coley and Herper.

SOYABEAN OIL 60,000 lb, conts/lb

High 371.0 305.4 258.2 259.4 269.0 272.4

### Yesterday's Previous Business close close dene

### £ per tonns Apr ..... 98.00 88.00 88.50.86.81 Moy .... 114.90 112.60 115.50-118.0 Nov .... 91.50 81.50 81.50 Feb.... 88.00 88.00 103.40 104.00-103.6 Seles: 856 (1,000) lots of 40 tonnes. Earlies—July 96.50, + 0.60, 97.00: Aug 75.00, unchanged: Sept 80.00, -10.00. Sales: 7 (7) lots of 10

### OIL

Heavy luel oil prices roso as traders cama on to the market to cover corilor cales. Nechtha lituctueted, ending with low offers from chomical companies. Brent and WTI prices fluctuated with each new rumour from Opec. At 1.30 pm EST Nymex atood 32c down for April — Petreloum Arguo, Londoo.

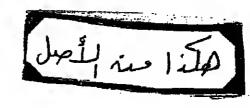
### Latest + er CRUDE OIL-FOB (\$ per barrel)-April Oubsi 11,70-11,89 Brent Blend 14,20-14,40 W.T.I. (1pm cet) 15,85-13,45 Fercados (Nigeria) 14,80-15,00; Urals (cil NME)

### PRODUCTS—North West Europe Prempt delivery cif (\$ per tonne)

.. Turnover: 0 (0) lots of 1,000 barrels.

IIAS	OIL	FUTURES		
Moi	nth	Yesterd'ys Clese	+ or	Ottsiness Done
		e us		

Tumover: 4,124 (3,237) lots of 100 CRUDE OIL FUTURES—Brent Blond Indea. S a barrel. (Close, change, business done). Index 14,30, +0.92: Apr 14,50-15,50; May 13,00-16,50; Jun 12,50-18,50; Jly 12,70-15,00.



### CURRENCIES, MONEY and CAPITAL MARKETS

#### **FOREIGN EXCHANGES**

### Dollar and sterling improve

The dollar and sterling showed no adverse reaction to a dis-appointing figure on US fourth appointing figure on US fourth quarter gross national product and the cut of 1 percentage point in UK clearing bank base rates. Both currencles were very firm, 6s attention focused in central bank policy towards the dollar, and news that delegates at the Geneve meeting of the Organisation of Petroleum Exporting Countries were studying options for cutting oll production.

Dealers fear that central banks representing the Group of Five major industrial countries may intervene if further downward pressure is put an the dollar, even though it is believed the Reagan Administration wishes to see a further decline in the value of the US currenes. At the same time speculation that Opec may reverse the downward trend in oil prices appeared to limit the opportunity for lower US interest rates, and leot support to the dollar. These factors outweighed the unexpected downward revision to 0.7 per cept growth from 1.2 per cent in the US fourth quarter GNP. Little change in the figure had

18 St St

Mar. 19 : Prev. close E Opot \$1.4815-1.4925 \$1.4155 1.4765 1 month 0.55-0.55pm 0.55-0.55pm 6 months 4.501.47pm 1.49 1.47pm 12 months 4.55-4.45pm 6.55 4.45pm Forward premiums and discounts apply

Y175. On Bank of England figures the dollar's index rose to 117.2 from 116.7.

STERLING — Trading range against the dullar in 1955-86 is 1.490 to 1.0525. February average 1.4277. Exchange rate index rose 0.5 to 7.48 compared with 21.8 1.4297. Exchange rate index rose
0.5 to 7.48, compared with 81.8
six munths ago.
Sterling gained † cent to
\$1.4795-1.4806, clusing near its
peak against the dullar, and also
rising in DM 3.3475 from
DM 3.3225; FFr 10.2925 from
FFr 10.2175; SFr 2.8050 from
SFr 2.7825; and Y262 from
Y258-20. The cut in hank base
rates was widely expected,
having little unpact, while news
fru in the Opec meeting ted in
hopes of improving revenue for
Britain from North Sea il.

D.MARK — Trading range
against the dollar in 1985-86 is
3.4510 tn 2.1990, February
average 2.3310, Exchange rate

the dullar in Frankfurt, but tradiog was guict, with dealers reluctant to take out new positions, in the absence of market affecting news. The release of revised US GNP dota had illufe impact, with dealers turning their oftention to political factors, and the hellef that the Reagan Administration in Washington wishes to see a further depreciation of the dottar. Rumours of further cuts to official interest rates subsided, and no chonge is expected in leading German interest rates at today's Bundesbank council meet-£ IN NEW YORK :0 the U5 go;:2r.

leading German Interest rates at today's Bundesbank council therting. The Bundesbank did not intervene when the dottar was fixed at DM 2.2509 in Fronkfurt, compared with DM 2.2461 on Tuesday. At the Frankfurt close the dollar had improved in DM 2.25 from DM 2.2450.

JAPANESE YEN — Trading range against the dollar in 1985-86 is 263.15 to 175.00. February average 184.545. Exchange rate index 194.4 against 157.2 six months ago.

The yen weakened against the dollar in short covering in Tokyo, after Bank of Japan Tokyo, after Bank of Japan oppeared to intervene to support the US currency. Rumnurs began in New York overnight that the Japanese central bank was inter-

EMS EUROPEAN CURRENCY UNIT RATES Belgion Frens ...
Dearsh Krons ...
Germen O-mark
French Franc ...
Duich Ouildor ...
Irish Punt .....
Itslien Lim ..... 44.2745 7.98316 2.16265 6.65447 2.44112 0.716192 1471.75 ±1.5425 ±1.6421 ±1.1455 ±1.3564 ±1.5162 ±1.6673 ±4.0656 +1.12 +0.57 -1.02 -0.69 -0.85 +1.06 44,8320

Changes are far Edu, therefore pasitive change denotes a week currency. Adjustment calculated by Finsecial Times.

In Frankfurt call money was quoted at 4.6-4.7 per cent as commercial banks received funds

through the latest Bundesbank sale and repurchase facility. This added o net DM 2.25 n of Liquidity after maturing agreements of DM 6.65 n. The Bundesbank announced that there would be

(11.00 a.m. March, 19)

Three months US dollars

LONDON MONEY RATES

FT LONDON INTERBANK FIXING

offer 78/16

UK clearing banks base lending rate 12; per cent

since January 9

no press conference after today's meeting of the central council, adding further weight to a general feeling in the market that interest rates would be left unchanged.

Six months UB dallare

five relevance banks at 11 em esch working day. The banks are National Westminster Bank, Bank of Tokyo. Ocuteche Bank, Banque Nationale do Earls sod Morgan Gusmaty Trust.

night notice Month Months Months Your

### FINANCIAL FUTURES

### Sterling prices up

Three-month sterling deposits prices had already discounted and gill prices were firmer in such a move.

The June contract opened of the London Internstional Floan-cial Futures Exchange vesterday.

89.38 up from 89.29 and pro-from 120-10 on Tuesday, the June gressed to a morning of 89.44

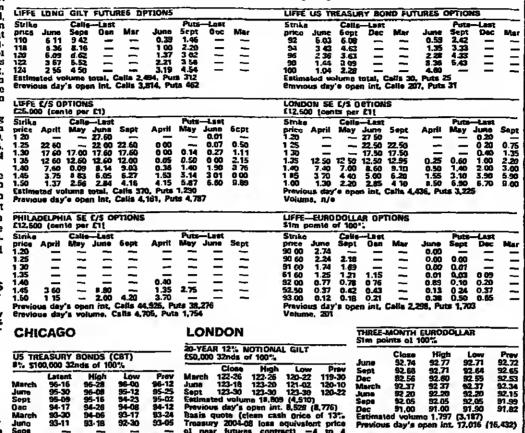
Nigel Lawson, Chancellor of the Exchequer, intimating that fur-ther reductions in interest rates could be furthroming before the autumn, Yesterday's one point cut in hase rates did not have any lumediate effect ance about the same rate of the same rates of the not have any lumediate effect ance about university rates are prompted.

The June contract opened of from 120-10 on Tuesday, the June price rose on short covering and later on a stronger pound later on a stronger pound and later on a stronger pound later on a stronger pound and later on a stronger pound later on a stronger on a later on a stronger pound later on a stronger could be furthroming before the autumn, Yesterday's one punt budget and sterling's better percut in hase rates did not have formance. Mr Lawsan's comments any immediate effect since about interest rates prompted reached 96-02

afternoon and the price rose to finish at 83.78. In addition hopes of an Opec agreement of lower nil production helped encourage hopes of some price stability in the oll market

prices had already discounted such a move.

The June contract opened of 89.38 up from 59.29 and professional from 120-10 on Tuesday, the June



E50,000 32nds of 100°s.

Close High Low Prev

March 122-26 122-25 120-22 119-30
June 123-18 123-20 121-02 120-10
Sept 123-30 123-20 123-30 120-22
Estimated volume 18.809 (4.510)
Previous day's open int. 8,528 (8.776)
Basis quote (clean cash grice of 13°s.
Trassury 2004-08 loss equivalent price
ol near futures contract) —4 to 4
(32nde) | 10% NOTIONAL SHORT GILT | 10% NOTIONAL SHORT GILT | 100,000 64tha ol 100% | Close High Low Prev | March 170-22 100-22 100-22 93-45 | June 100-40 100-40 100-15 93-63 | Estimated volume 722 (176! Previous day's epen int. 586 (939) | THREE-MONTH STERLING | 100% | Close High Low Prev | Prev **CURRENCY FUTURES** March 85.40 88.42 88.36 88.31 
Juno 89.78 89.28 89.28 89.28 89.29 
Sept 90.27 90.27 89.26 89.27 
Oec 00.50 90.50 90.03 89.94 
Juno 90.50 90.60 90.13 90.04 
Juno 90.50 90.68 90.10 90.02 
Estimated volume 6.879 (2,203] 
Previous day's open int. 12,120 (12,266) | Spot | 1-mth. | 3-mth. | 6-mth. | 12-mth | 1.4800 | 1.4752 | 1.4860 | 1.4563 | 1.4397 | 1.4864 | 1.4563 | 1.4397 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4864 | 1.4

### Company Notices

#### De Beers Consolidated Mines Limited

Incorporated in the Republic of South Africa Company Registration No. 11/00007/06 NOTICE TO HOLDERS OF DEFERRED SHARE WARRANTS TO BEARER

PAYMENT OF COUPON No. 76 With relarence to the notice of declaration of dividend advertised in the Cress on 12th March, 1986, the following informmen is published for holders of share warrants to become.

The dividend of 40.0 ccors por share were declared in South African cur-macy, South African con-rasidont starsholdem tax at 4,6728 cants per share will be deducted from the dividend payable in supert of all share warrant coupons leaving a net dividend of 35,3272 cents per share. The dividend on beerer charge will be paid on or atter 7th May, 1986 agains surreader of coupen No. 76 detected from shem wertants to bester or (s) At the offices of the lettowing continents! paying egents

L'Europeenno do Sanque 21 Rus Latimo 75428 Paris

Sanque Bruxelles Lambert 24 Avenue Martin 1050 Brussels Societe Generale de Banqu 3 Montagne du Parc 1000 Brussels Credit Sulsse Caradeplate 6 8021 Zurich

Union Bank of Switzerland Bahnhotstrasse 45 8021 Zurich

Payments in respect of coupons lodged at the offices of a continental paying agent will be made in South African currency to an euthorised dealer is axchenge in the Republic of South Africa nominated by the continents paying agent. Instructions regarding disposal of the proceeds of the payment so made can only be olven to such outborsed denier by the continents paying agent concurred.

(b) A via Sequition Coupons

in respect at coupons lodged on itr prior to 30th April, 1986, et the United Kingdom currency equivalent of the rand currency value of their dividend on 1st April 1986, or

(ii) In respect of coupons lodged after 30th April, 1986 at the prevailing mits of exchange on the day the proceeds are remitted, through an authorised dealor in eachange in Johannosburg to the Scounties Gepartment of Hill Samuel & Co Limited.

Dona must be left for at least four clear days for examination and may presented any weekday (Saturday excepted) between the hours of 10 00 and 100 pm.

South African Currency Cente per share 40,0000

Less: UK Income tes et 18.318% of the gross amount of the dividend at 40.0 cents 7.3272 28.0000

ANOLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED 1onden Office; 40 Halbom Vizduo London EC1P 1AJ

Under the double tax agreement between the United Kingdom and the Rapublic of South Africa, the South African non-resident shareholdsts, tax applicable to the divideed is allowable as a credit against the United Kingdom tax payable in respect of the dividend. The deduction at tax at the reduced rate of 18,318% Instead of the basic rate of 30% represents an allowance of credit at the rate of 11,582%.

4.6728 35.3272

### THE CME'S NEW ECU FUTURES: When your risk is all over the map, your protection should be too.

LIFFE-STERLING £25,000 \$ per E

When you face exposure in more than one European currency, you need protection that covers a lot of ground. The European Currency Unit (ECU) futures contract at the Chicago Mercantile Exchange's International Monetary Market (IMM) gives you the coverage you need. It's the newest addition to the currencyrelated futures contracts at CME. where currency futures originated Here's how ECU futures can help

you keep your foreign currency exposure - and even interest rate risk - within manageable boundaries.

73.8 73.8

#### **ECU futures cover Europe** 10 ways

The ECU is a unit of account whose price reflects the value and performance of 10 European Economic Community currencies with the components weighted by the relative size of each country's economy. It is rapidly becoming a popular medium of exchange for European and global - trade and finance transactions.

The free market determines the price at which the ECU trades against the dollar and other currencies, with the dollar price of the ECU approximating the total value of the dollar prices of the 10 individual

The ECU serves as a barometer of the value of European currencies. That means ECU futures can help you protect against or take advantage of - changes in the performanca of European currencles against currencies in other economic zones of against a single component currency.

#### Hedge currencies lacking futures and forwards

Because the CME's futures contract is based on a basket of currencies, it has unique versatifity. For instance, it offers the ideal hedge for many combinations of European currencies. No opinions on the relative strengths and weaknesses of individual currencies are required, and there's the added advantage of transaction cost savings.

CME ECU futures can be used to manage the risk of adverse ECU exchange rate movements by fixing the value of a future purchase or sale, in the same way CME currency futures and options contracts can be used to hedge transactions in the individual currencies.

The ECU futures contract also makes an effective hedge for firms with exposure

in European currencies without futures

Ticker Symbol:

Minimum Price:

Contract Months:

ast Day of Trading:

irading Hours:

est Trading Day

Price Limits:

**CONTRACT SPECIFICATIONS** 

FC

US\$ per ECU

\$0001 per ECU

\$12.50 per contract

Mer. Jun. Sep. Dec

7.20am to 1.30pm

contract month

7.20am to 9.00am

Check with Clearing

House for details

U.K. Netherlands Germa

Belgium .

Enverapourg.

Germany

and trading opportunities. U.S. DOLLAR/ECU EXCHANGE RATE 0.85 호 0.7S Two business days before the third Wednesday of Jan-83

contract, for example, lenders and

The CME covers the world

borrowers can lock in attractive interest

As the world's largest and most

influential exchange for currency trading,

and experience to ECU futures trading.

Greece contracts such as Deutsche mark

the CME brings the advantages of liquidity

The ECU futures contract's delivery

cycles and other contract terms

and Swiss franc futures, and it has

attractive spread margins. That means ECU futures at the CME offer

unparalleled arbitrage, spreading

are similar to those of the CME's

Approximate weights of currencies in ECU on 16/12/85 32.8% Baloian Franc French Franc..... \_19.5% Danish Krone. British Pound\_ \_14.9% Irish Punt ... .10.4% Greek Drachma\_ \_\_0.9% italian Lira\_ 9.3% Luxembourg Franc\_0.3%

#### markets, or with illiquid or nonexistent forward markets.

In addition to hedging ECU-to-dollar exposure, the CME's futures contract can be used in conjunction with other CME currency contracts to hedge ECU price risk against other major world currencies such as the Japanese yen or the Swiss

The ECU is now the third most popular unit of account for new Eurobond issues. With ECU futures, issuers and investors can hedge receipts or payments from ECU demoninated notes or bonds, as well as the purchase and sale of these instruments

The ECU contract is even more than a flexible currency hedge, however. By spreading with the CME's Eurodollar

#### Protection that goes where you need it For more information about how the

new ECU futures can help you protect yourself anywhere in Europe, talk to your broker or call Keith Woodbridge or Neil McGeown at Chicago Mercantile Exchange, 27 Throgmorton Street, London EC2N 2AN. Tel: 01-920 0722. Telex: 892577 IMMLON G.



International Monetary Market

the DS toutin quarter GNP.
Little change in the figure had been forecast.
The dollar rose to DM 2.2615 from DM 2.2490; FFF 6.9550 from FFF 6.9156; SFF 1.8955 from SFr 1.8935; and Y176.95 from 3.4510 tn 2.1990, February average 2.3310. Exchange rate index 134.1 against 124.8 six months ago. The D-mark lost ground to vening, and the dollar finished well obove its lows. CURRENCY MOVEMENTS POUND SPOT-FORWARD AGAINST POUND 1.4795-1.4805 0.43-0.47c pm 2.0530-2.0580 0.01c pm-0.12da 3.77-3.78 2-13c pm -2 dis 12.32½-12.33½ 3½-2½-0re pm 1.1058-1.1068 0.35-0.50p dis 3.342-3.35½ 2-13pt pm 218.45-220.15 175-475c dis 208.80-210.16 0.50c dis Condier.
Condier.
Austrian schilling.
Beiglan Tranc.
Danish Kroner
Ooutsche mark.
Swiss Trenc.
Outsder Latent 96-16 95-30 95-09 94-17 93-30 93-11 175-475c dia 10-50c dua 8-11|im dus 1-12-opm-1; dis 2-ore pm-per 1.22-1.13y pm 13'-12'agre pm 12-13c pm 12-13c pm Morgan Guernaty changes: tverage 1980-1982=100, Bank of England Index (base average 1975=100). Note to a **CURRENCY RATES** DOLLAR SPOT-FORWARD AGAINST DOLLAR Charles and the CERT, DEPOSIT (IMM) 51m points of 100% THREE-MONTH EURODOLLAR (UMM) \$1m points of 100% " C\$/50R rote far March 18: 1.60544. Sale : PRE 92,74 -92,67 92,54 92,35 92,18 92,04 91,91 91,75 OTHER CURRENCIES **EXCHANGE CROSS RATES** 2 1. 1.480 5.348 2.520 10.29 2.806 3.775 2275, 2.056 68,45 3 0.676 1. 2.262 177.0 6.865 1.896, 2.552 1537, 1.388 46,25 OM 0,299 0,442 1, 78,27 3,075 0,838 1,128 678,5 0,614 20,45 YEN 3,817 6,649 12,78 1000, 39,28 10,71 14,41 8682, 7,842 261,5 STERLING INDEX FFr. 0.072 1.436 3.252 254.6 10, 2.765 3.668 9210, 1.996 66.60 SFr. 0.357 0.528 1.193 85.40 3.669 1. 1.546 811.0 0.732 24.40 March 19 Previous M FI. 0.265 0.392 0.887 69.40 2.726 0.743 1. 602.6 0.544 18.15 Ura 0.440 0.651 1.472 115.2 4.626 1.235 1.660 1000, 0.803 30.09 9.90 am ..... 10.00 am ..... C 8 0.497 0.730 1.889 127.5 3.010 1.365 1.837 1107. 1 33.3 B Fr. 1.461 2.162 4.690 382.5 15.04 4.098 5.515 5323, 3.001 100. 1.00 am ..... 1.00 pm ..... 2.00 pm ..... 3.00 pm ..... 4.00 pm ..... You per 1,000: French Fr per 10: Line per 1,000: Bolg Fr per 100. Salling reta.
1 Correction (Merch 17) Finland—\$ retawas 5.0930-5.0950. **EURO-CURRENCY INTEREST RATES** 114-112 114-112 115-112 104-102 10-102 74-82 75-72 75-Storling.... U.S. Dollar Can Dollar O Guilder Sw. Frenc. TOES 854.10 | 054.10 | 959.078 | 814.9 | 814.812 | 10.18 | 1019.1172 | 052.1014 | 879.856 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | 874.854 | B.Fr.:Finl.. B.Fr.:Conj 97<sub>8</sub>-107<sub>6</sub> 10-101<sub>8</sub> 67<sub>8</sub>-6 9-01<sub>6</sub> 75<sub>8</sub>-75<sub>4</sub>

**MONEY MARKETS** 

The state of the s

Long-term Eurodollers: two years 7%-7% per cent; three years 7%-8 per cent; four years 8-8% per cent; five years 8%-8% per cent nominal. Short-term rates are call for US Dollars and Japanese Yen; others, two days' holite.

### UK base rates cut to $11\frac{1}{2}$ per cent

Clearing bank base rates were cut by one percentage point to 11½ per ceot yesterday, following of similar reduction in the Bank of England's dealing rates. The move had been much in line with market expectations and comments by Mr Nigel Lawson, Chancellor of the Exchequer, gave the market hope that a further reduction may be further coming.

Three-month interbank money was quoted of 11½-11½ per cent of eligible bank bills in hand 1 at 11½ per cent of eligible bank bills in hand 1 at 11½ per cent of eligible bank bills in hand 1 at 11½ per cent of eligible bank bills in hand 2 at 11½ per cent. The forecast was revised to a shortage of around £1,100m before taking into account the early help and the Bank gave additional assistance in the morning of £606m. The forecast was revised once cut by one percentage point to 11½ per cent yesterday, following o similar reduction to the Bank Chancellor of the Exchequer, gave the market hope that s further reduction may be furth-

Three-month interbank modey was quoted of 112-112 per cent down from 112-112 per cent while the one-year rate slipped to 1022-102 per cent from 102-11 per cent. Overnight money traded between a high of 122 per cent and a low of 10 per cent.

The Bank of England forecast a shurtage of around £1,050m with factors affecting the market (Lunchtime) including maturing assistance and a take up of Treasury bills ingether draining £501m and the unwinding of previous sale and repurchase agreements a further f801m. There was also a rise in the note circulation of f105m

d hanks brought forward lances £30m below target, lesse were partly offset by schequer transactions which ded £395m.  To help alleviate the shortage e Bank offered an early round assistance and this totalled	Six month One yeer Two yeer Three year Five year Sevan year 10 yeer 30 year
ONEY RATES	
Moret 10	: Two : Thran : Sn

marsh 19	Ov'r-nig't	Month	Months	Montha	Months	in'v'tin
Frankfurt	4.64.7 84	4,50-4,65 B14-8;	4,40-4,55 84-87;	. 814 84	4,35-4,50 616-81 <sub>2</sub>	5,0 84
Zurich	7 <sub>6</sub> 11 <sub>6</sub> 528 534	44-43 510-650	· <u>-</u>	3 /2 4 /2 5 /4 5 /2 5 /4 0 6 2 5	659-612	Ξ
Milan	167, 174	164 174	: = 1	16 t 1658 054 87a	B31-9	-
Dubjir	144-1419	1434 15	1414-1412	134-14	1112-18	-

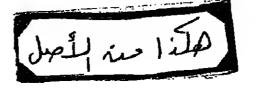
The forecast was revised once more, this time to a shortage of oround £1,150m and the hank

did not intervene. Late assist-

Interbank 10-12 4 115g-12 115g-13 7g Local Authority Depos 10-12 1115g-13 7g Local Authority Bonds Discount Mkt Dapos 10-12 1115g-13 7g Local Author 90 pos 10-12 1115g-13 7g Local Bulls (Buy) 10-12 1115g-13 7g Local Bulls (Buy) 10-12 115g-13 7g Local Bulls (Buy

719.714 | 759.755 | 7.3.712 | 713.712 9.3.976 | 9.918 | 8.3.874 | 814.812 Tracebry Bills (sall): one-month 11% per cent; three-months 11% per cent. Sank Bills (sall): ane-month 11% per cent; three-manths 11% per cent. Treesury Brills: Average tendor rets et discount 11.1536 per cent. ECGO fixed finances Scheme IV reference date Fabruary 6 to March 4 (inclusive). 12.564 per cent. Local authority and Finance Houses sevan days' natice, others seven days' fixed. Finance Houses Beach Rate 13 per cent from March 1 1965. Each Deposit Rate for sume at seven days' notice 5% Ger each. Cartification of Tax Deposits (Sari6s 6): Deposits £100,000 and over held under one months 12 per cent: One-three months 11% per cent; three-six months 11% per cent; six-nine manths 11 per cent, under £100,000 it per cent into 11% months 11% per cent. Under £100,000 it per cent from March 19. Deposits held under Series 5 t1 per cent. Deposits withdrawn far ceah 7 per cent.

Financial Times Thursday March 20 1986



هِلَذَا مِنْ النَّصِلُ

March 20 lb

19.1.3

1002

Viii L

nginiza nikazili pipe jusean izabingseperingen.

ole de la frontal de parelle paralle de la paralle de l La paralle de la

Financial Times Thursday March 20 1986 35 MINES-Continued | 0 | 24 | 36 | 18 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20.5 | 20 9150 11 20 92650 0 105 9750 31 76 94500 0 160 101500 11 102 92346 10 155 Giamond and Platinum | E35 | E27 | Arribo Am Inv 50c | C53 | C590c | 1.0 | 3.6 | 510 | 2.5 | 0.5 eer Di Sc | S10 | 415 | 0.5 c | 4 | 3.6 | 1.0 | 4.5 | 0.5 c | 1.1 | 4.5 | 0.5 | 0.5 c | 1.1 | 4.5 | 0.5 | 0.5 c | 1.1 | 4.5 | 0.5 | 0.5 c | 0. Central African 205 140 Fattoo 250c 205 +25 10100c 25 21 0 15 : 10 Wards Cot 251 12 1050 15 186 80d 07.5d 4.4 4.4 \$100-10 07.5d 4.7 \$100-10 07.5d 4. 700± 900 28 925 £75 850 595 475 £181 92506 - \$ 10104 13 17 10160 22 43 

#### RECENT ISSUES

#### Account Dealing Dates

\*First Declara- Last Account Dealings tions Dealings Day
Mar 10 Mar 25 Mar 27 Apr 7
Apr 1 Apr 10 Apr 11 Apr 21
Apr 14 Apr 24 Apr 25 May 6
"New-time" dealings may take
place from 9.30 am two business days

Domestic and overseas investors gave the Chancellor's Budget proposals a big vote of confidence yesterday. The response was quite eupboric in the Gitt-edged sector where business ceased earlier on Tuesday than in the equity market which continued to trade after Mr Lawson's speech. Government bonds began with a flourish helped by the Bank of England's early signal approving lower bank base rates.

Extend share ownership.

Blue Chip issues laboured to maintain the early heady pace and drifted back from their higher starting levels before turning up again late. This followed another bright start on Wall Street which eventually eccouraged revived demand for selected stocks. After easing away from its enhanced early morning level, the FT Ordinary share index moved late to the day's highest to close 14.9 higher for a two-day advance of operary 32 points to a record 1369.5. The FT-SE 100 share index ended

**EQUITY GROUPS** 

& SUB-SECTIONS

CAPITAL GOODS (212)

Building Materials (24)

Contracting, Construction (27)

Mechanical Engineering (64) ... Metals and Metal Forming (7).

Brewers and Distillers (24) -

Food Manufacturing (22)

Miscellaneous (49)

FINANCIAL CROUP(118).

Banks (7)...... Insurance (Life) (9). Insurance (Composite) (7) ... Insurance (Brokers) (8) .....

68 Merchant Banks (11)...

Property (51)..... Other Floancial (25)

71 Investment Trusts (103) ...
81 Mislog Finance (3) ...
91 Oversess Traders (14) ...
99 ALL-SHARE HRBEX(738)

PRICE

Brillish Gov

2 5-15 years .

5 All stocks

6 5 years.

7 Over 5 years.

3 Over 15 years.

FT-SE 100 SHARE INDEX 4 ....

**FIXED INTEREST** 

121.78 +8.43 121.64

150.56 +1.76 148.28

138.06 +1.07 | 136.94

107.22 -1.14 108.46

107.32 -1.06 108.47

142.49

168.94

9 Detectores & Lazes ... 120.20 +0.56 119.53

+1.36 140.85

+1.34 166.70

-0.78 108.52

Tobaccos (3). OTHER GOOUPS (36).

Chemicals (19)... Office Equipment (4)

51 Gil & Gas (18) .....

### Budget euphoria raises Gilts £2½ Equities also rise strongly

Domestic and overseas investors gave the Chancellor's Budget proposals a big vote of confidence proposals as big vote of confidence present on a confidence proposals as big vote of confidence present of the Chancellor's Budget proposals as big vote of confidence present of the Chancellor's Budget proposals as big vote of confidence present of the Chancellor's Budget proposals as big vote of confidence present of the Chancellor's Budget proposals as big vote of confidence arrives are again as the Chancellor's Budget and yester-quality market which continued to trade after Mr Lawson's appeach. Government bonds, began in the equity market which continued to trade after Mr Lawson's appeach. Government bonds began in the cleaning balks of the Chancellor's Budget has been appeared to the servance accentrated price improvements. It cut money market dealing rates to 11; per cent. Later, the two largest Budding Societies fell into line by lowering mortgage rates to 11; per cent. Later, the two largest Budding Societies fell into line by lowering mortgage rates and the cleaning balks of the Chancellor's Budding Societies fell into line by lowering mortgage rates and the convention a

FT-ACTUARIES SHARE INDICES

These Indices are the joint compilation of the Financial Times,

the Institute of Actuaries and the Faculty of Actuaries

Yield% (Max.)

7.96 8.23 7.92 7.39

9.26 9.26 6.25 4.96 7.22 7.40 7.58 5.95 7.84 11.42 8.07 9.88 7.49 6.32 8.27 6.74

5.58 7.86

10.94 12.98

+1.6 +3.5 +3.3 +1.8

+1.0 +0.9 +1.5

+4.0 +1.8 +2.6 -1.2 +2.4 +1.1 +2.6 +1.9 +0.4 -0.5 +4.2 -8.2 -1.1 +8.3

+317

+1.9 +0.7 +2.8

+3.7 -0.2 +1.1

ज्ञां वर्धी-today

8.47

0.18

6.33

ad adj 1986 to date

2.44

235

3.61

1.62

2.59

6.83

0.91

0.90

2.07

Index-Linked
Indiat's rate 5%
Indiat's rate 5%

13 Inflat'n rate 10%

14 Inflat'e rate 10%

Ties; Mar 18

1984.67

286.67 1317.88

922.52

919.95 659.32

1534.37 945.79 2213.95 455.41

901.13 547.27 1156.64 837.47

942.69 258.31 1620.62

645.31 865.19 489.77

1252.03 358.61 738.18

Weds Mar 19 1986

P/E Ratio (Net)

15.78 15.22

15.13 14.26 14.40 14.55 19.26 17.26

14.85 13.98 21.74 23.66 17.94

859.47 +8.9 7.45 3.23 26.51 2.98 851.43 843.28 843.26 642.65, 1193.83 +4.8 18.21 7.70 6.48 21.65 1194.65 1195.82 1196.27 1182.23,

589.65 +8.9 8.74 3.70 14.23 4.44 881.47 871.71 671.72 657.66,

| Index | Day's | Day's | Day's | Mar | Ma

3.77 17.95 4.61 17.85 15.00 15.44 22.44 22.86 3.33 16.22 4.30 10.07 3.54 12.20 3.90 15.88 3.61 19.62

3.28 3.39 3.83 3.82

2.72 3.62 5.16 3.36 2.98 3.06 3.34 3.92 2.42 2.10 3.78 4.61

		Mar. 12	Mar. 18	Mar. 17	Mar.		Mar. 12	ago
Governmen	t Secs			88,68	88,57	88,43	28,88	80,67
Fixed Inter	C\$L	93,69		eg,23,		22,67		84,57
Ordinary V.			1574.5					
Gold Mines		318.1		518,3			288.2	517,7
Grd, DIV. YI	eld	3,61	3,95	3,99	3,99	4,03	14.03	4,54
Earnings, Y	10. Kfull			9,50	9.50			
PIE Ratio (n	et) (")	13.33			15,07		112.94	
Total bargs	uns (Est	40,491	41,093					
Equity turn	over £m	.} —		783,10				
Equity barg				40,166				
Shares trad	ed (ml)	-	557,5.	303.3	322.1	428.1	435,4	209.5
3 pm 1360.	6. 4 pm	13884.	Oay's H	ligh 138	9.5. 04	y's Low	7. 2 pm v 1384.4	Basis
100 Govern	men1 Se 12/8/56 HIGHS	13884. Curities SE Acti	03y's f 15/10/25 vity 1974 t Cor	figh 136 Fixed in Latest rected,	9.5. Oa nterest Indax O	1928. 0 1-248 80 S.E. A	rdinary 128. "Nil CTTYIT	1/7/38. = 12.82 Y
100 Govern Gold Mines	men1 Se 12/8/56 HIGHS	13884. Eurities SE Acti	03y'e f 15/10/25. vity 1974 † Cor	figh 136 Fixed in Latest rected,	9.5. Oa interest Index O	1928. 0 1-248 80 S.E. A	rdinary 126. "Nil	. Basis 1/7/38. = 12.82 Y
100 Govern Gold Mines	12/8/56 12/8/56 HIGHS	13884. curities SE Acti AND L	03y's f- 15/10/25. vity 1974 1 Cor OWS	figh 136 Fixed in Language rected,	s.5. Oanterest Index O	1928. 0 1928. 0 1-248 80 S.E. A ICES	1384.4 rdinary 28. °N:1 CTTY/T	Har. 177.5
100 Govern Gold Mines	12/8/56 12/8/56 11GHS 198 Nigh 90,03 (18/8/88) 85,59	13884. Furilies SE Acti AND L	03y's f- 15/10/26, vity 1974 † Cor OWS Since Co Nigh 127.4 (5/1/45) 150.4 (25/11/47)	igh 138 Fixed i Lanast rected.  compliate Low 49.18 (8/1/75) 50.53 (8/1/75)	S.5. Oanterest Index O	y's Low 1928, 0 1-248 80 S.E. A ICES	r 1384.A rdinary 128. Nil CTTYIT Mar. 18	1/7/38. = 12.82 Y Mar. 17 177.5 e60.4
Govt. Oeca.	12/8/56 12/8/56 198 198 Nigh 90,03 (18/8/18) 85,59 (12/1/8) 1389.5	13884. curhiea . SE Acti AND L 5/86 Low 78,03 (22,1/85) 88,17 (221/85) 81,17	03y's f- 15/10/25, vity 1974 † Cor OWS Since Co Nigh 127,4 (5/1/45)	igh 138 Fixed in Land tracted. The Low 49.18 (6/1/75) 50.53 (6/1/75) 49.4	9.5. Oantzest Index O IND Deliy Gift Educate Sarg Sary Calu Sary Cult Educate Sary C	y's Low 1928, 0 1-248 80 S.E. A ICES   Ged   Sins    Sins    Sins    Sins    Sins    Sins	1384.4 rdinary 28. °Nii CTTY/I Mar. 18	1/7/38. = 12.82 Y Mar. 17 177.5 e60.4

Stores close at best

Hopes of a consumer speeding

Booth, 13 up at 205p, and Style, 9 better at 248p, but disappoint-

after 132p.

YESTERDAY'S

of 13 to 400p, but other counters traded in more subdued mood than on Tuesday.

Buildings gave another outbulled by the monopolies Commission investigation into the subduel in the monopolies Commission investigation into the subduel in the subduel into the subduel in the subd

were by no means overshadowed. Blue Circle and RMC rose 14 aplece to 685p and 585p respectively, while Rediand advanced 15 to 441p. Elsewhere, Baine dustries, currently in merger talks with an unnamed party, revived stronger, and estined 51 to

Mar 17

2.04 714.82 713.90 714.19 558.40 1.06 775.76 765.18 758.64 595.12 3.46 1124.66 1119.31 1108.27 695.41 1.50 1949.78 1950.58 1947.46 1515.97

150 1993.73 1950.58 1997.44 1515.97 18.09 1772.19 1718.28 1745.28 1732.40 127 402.44 463.21 400.73 303.36 0.00 364.44 329.29 328.51 196.13 260.01 365.77 1305.67 1314.72 973.34 2.93 908.48 895.79 973.64 447.16 464.48 484.28 895.87 973.64 447.16 467.00 508.95 578 1877.52 1859.30 1877.80 1465.58 425 1555.10 1555.77 1532.71 1208.22 123.6 2253.37 224.25 923.34 662.01 2.36 2253.37 224.25 923.34 662.01 2.36 2253.37 224.25 923.34 662.01 2.36 2253.37 224.25 923.35 377.60 155.48 1130.35 140.55 947.12 948.89 534.36 337.92 64.91 1131.48 1130.35 1430.55 946.15 44.91 1320.55 946.15 9

14.35 947.12 948.89 955.30 773.37 3.81 247.80 249.69 252.18 184.38 0.00 1623.42 1631.34 1423.34 1146.18 0.93 1004.86 986.2 986.13 220.57 2.34 1027.82 1025.97 1026.85 865.94

Acet Acet

18.72 19.29 11.77 11.15 18.61 11.39 11.36 18.76 18.19

8.8 6.8 0.8

12.19

3.90 16.97 1.33 337.06 339.59 339.13 291.26,
2.93 — 3.61 731.54 732.90 728.32 627.91
5.11 10.65 0.00 293.05 284.63 281.63 298.83
6.26 9.14 7.85 669.29 676.97 681.42 664.63
3.76 — 4.22 799.32 791.40 791.05 628.86

Weds Nov 19

8.89 9.72 9.33 9.19 9.79 9.29 9.37

3.99 3.94 3.76

Over 5 yrs...

Fri Mar 14

closing 6 down on balance at 146p, while similar reactions were seen in GEC, at 198p, and Racal, at 196p. Plessey ended a couple of pence off at 225p, after 22-ip. Elsewhere, Britisb Telecom relinquished a few pence at 218p, offer 217p, bot BICC found support at 343p, up 10. Dubilier propagation.

couple of pence off at 225p, after 224p. Elsewhere British Telecom relinquished a few pence at 218p, siter 217p, bot BICC found support at 348p, up 10. Dubilier provided a dull feature among secondary issues, falling 16 to 183p following a profits downgrading by stockbrokers de Zoete and Bevan. Logica, meanwhilo, rose g to 190p, after 200p, following the interim profits upsurge and encouraging statement. Eurgess Products attracted revived Support and closed 14 better st 220p and MK put on 10 to 338p for the same reason.

Engineers son came back to life as buyers began to show selective interest. Among the leaders, gains of around 10 were recorded in GEN, 354p, Hawker, 591p, and Vickers, 448p. Elsewhere Glynwed were outstanding at 338p, up 11, while fresh support left 6imen 6 to the good st 236p, Hall Engineering reflecting news that Regeocrest has a 5.07 per cent stake in the comnany, advanced g more to 1940. Newman-Touks rose 5 to 140p on the profits and dividend forecast which accompanied a rejection of the McKechnie bid.

Food Retailers made useful progress on consumer spending bopes. Texes were well to the fore, at 347p, up 14, while Dee Corporation rose 13 to 288p. Asalashary gained 6 to 404p and Kwik Save put on 10 to 270p.

Food Retailers made useful progress on consumer spending bopes. Tesco were well to the fore, at 347p, up 14, while Dec Corporation rose 13 to 288p. ASDA-MFI firmed 4 to 152p, J. Sainsbury gained 6 to 404p and Kwik Save put on 10 to 270p. Elsewhere, S. & W. Berisford bardened a penny more to 227p pending further developments in the potential bid situation, Ranks Hovis McDougall were actively the potential bid situation, Ranks Hovis McDongall were actively trado amid speculation surrounding Berisford's near 15 per cent stake in the company and the close was 5 higher at 220p, after 222p. Tate and Lyle moved up 8 to 603p, while Fitch Lovell gained 10 to 290p as bid rumours revised.

Continuing hopes of a U.S. takeover prompted fresh support for Trusthouse Forte which gailed 8 more to 204p. Ladhroke, s neglected market recently, re-vived strongly and closed 11 higher at 352p.

#### Beecham improve

Ropes of a consumer speeding boom in the wake of the Chancellor's proposals made for another buoyant showing by leading Retailers. Barton, 340p, and W. H. Smith A. 328p, advanced 23 and 18 respectively, while Harris Queensway, aided by a bullish circular from brokers de Zoete and Bevan, closed 13 higher at 269p. Combined English advanced 14 to 212p ahead of next Tuesday's annual results. Mailorders attracted fresh demand ahead of the forthcoming divideod season. Grattan improved 8 to 442p, while Freemans finished 16 higher at 422b. Superdrug, preliminary results expected to-day, put on 15 more to 5030, Movements in the miscellaneous industrial leaders were osually confined to a few pence either way. Beecham closed 5 to the good at 360p following news of the disposal of Rheis and the company's retail milk interests, but Glaxo, unsettled by the proposed ADR tax eased 1 to £101. Elsewhere, British Aerospace touched 575p before settling 10 higher at 565p; the preliminary figures are expected on March 25. Duport encountered speculative demand and put on 12 to day, put on 15 more to 5030, while Bunbill advanced 23 to Shoes and Leather issues support was evident for Garnar ing interim figures left Strong and Fisher 10 cheaper at 138p,

news of the Monopolies Com-mission investigation into the pest control industry where it is estimated that the group has about 30 to 35 per cent of the market. In sharp contrast, USM-quoted Alida Holdlags gained 30 to 450p in reply to the good annual figures accompanied by a £18.9m rights issue and proposed serin issue.

London-registered Financials continued to attract strong domestic and overseas support. Rio Tinto-Zine closed a further 28 to the good at 690p — a three-day rise of 60 — reflecting persisten talk of a stake-building exercise and also on buying ahead of the preliminary results expected early oext mooth. 82p, while Sale Tilney, swaiting today's preliminary statement, gained 20 to 280p. Press meotion left Bestwood 25 dearer at 407p. Sater added 10 to 270p, while UKO International gained a like Fears of a possible Government to 2400 in sympsthy. meet squeeze on defence spending onsatled defence stocks in the Electrical sector. Ferranti day at 2540 on late news that were sold down to 1400 before Rank Organisation had decided amount to 240n in sympsthy. lems with the new Granada, up to 280p at one stage, matching system.

#### TUESDAY'S **ACTIVE STOCKS**

ACTIVE STO	CK	S	ACTIVE	STO	CK	5
Above everage activity the following stocks ye			Based on berg Exchange Officia		orded	
	Closing	Osy's		No. of	Tue.	Day's
Stock		chenge	Stock	changes	closs	change
Abbey Ufe	203	- 4	2AT Industrise	27	403	+10
Armstrane Equipment	121	+ e	2P	25	585	+17
Barcleys	555	+10	Shell Transport		790	+17
B465	785	+30	RTZ		662	+ 12
Smitish Aerospace	688	+10	Wellcome		233	+ 3
Oublier	192	- 12	Beecham		365	+ 7
Grand Metropolitan	400	+14	M. end Spencer		212	+ 14
Legal and General	783	- 29	Britoit	20	187	+ 5
	633	+23	Cns. Gold Fds.	20	483	+15
Lloyde Bank	505	+ 5			279	+ 2
Midlend Senk			2003		533	7.
NetWest Bank	588	+33	Fisone	18	955	+39

EL	ROPEA	N OP		EXCH	ANG	E
Se	eries V	May ol Last	Vol. 1 L	est Vol.	OV.	Stock
00000000000000000000000000000000000000	\$350 3360 \$570 \$380 \$460 \$320 \$340	11   18,66 11   10 10   6 1   3A 50   16 10   6 40   18,5	10 12 10 0 15 30 0, 20 0	- ; <u>6</u>	18,50	5 347,00
		Mar.	June	8	ept_	
의타, C SIFL C SIFL C SIFL C SIFL G	F1.590 F1.385 F1.270 F1.245 F1.260 3	7 24 0.70 51 1 50 10.20 20 5.70 02 1 1.80	82 1	30 : 307 70 :	7.50	FL578,66
SPL C SPL C SPL P SPL P SPL P SPL P SPL P	F1.270 F1.280 F1.260 F1.250 F1.255 F1.260 F1.260	0.50 0.10 0.50 0.50 1 4.60 10.10 10.10 14.75	770   10   8,1 10   7,1 40   10,7	2 1 25 10 1 60 10 1 12 10 1 12	2.80 8,60	92 97 98 99 91 11 11 91
		Apr.	July	0	eŁ.	
ABN C ABN P AEGN P AH C AH P AXZO C AKZO P AMEV C AMEV C AMEV C AMEV C	FI.580 13 FI.120 1 FI.105 2 FI.85 1 FI.75 1 FI.270 25 FI.160 25 FI.85 3	3   8.90 17   9.20 18   0.30 17   2.20 17   1.40 19   1 11   4.10 13   1.90 15   1.30 10   1.30 10   1.30 10   1.30	7 10.6 17 23.6 637 3.6 648 4.8 31 3.7 1 5.8 114 5.8 128 4.9	13	4.90 A - 12.40 4.60	Fl. 588 Fl. 108 Fl. 50.40 Fl. 169.50 Fl. 18.50 Fl. 166.50
AMRO P OIST C GIST P NEIN C HEIH P HOOG C HOOG P KLM C KLM P MEDL C NEDL P	FI.105 12 FI.280 13 FI.270 1 FI.200 0 FI.210 8 FI.90 85 FI.65 24 FI.65 24 FI.65 14	3 3.60 1 2.50 3 6.50 5 38.50 0 50 0 50 0 1.50 0 1.50 0 1.50 0 1.50	41 1 	2 B	7.50	FI.275 FI.235.00 FI. 54 FI. 51,60 FI.180
MATN C MATN P PHIL C PHIL P RO C RO P ROBE C UNIL C UNIL P	F1.85, 1	1 1.10 3 2.40 0 1.40 0 0.10 0 9.20 3 2.20 5 10.90 A	29 # 63 # 6.7 55 # 1.4 2020   12.3 202   12.	65 65 65 65 65 65 65 65 65 65 65 65 65 6	6.50 2.80 14	71. 65.20 71. 65.20 71.186.20 71.90.90 71.412.68
TOTAL VOL	UME IN CONT					
	A=Ask	유드라	C≈Call	P=Put	!	

to withdraw its present offer; the latter advanced 30 to 537p. Fobel cootinued to make headway st	EQUITIES	
67p, up 4. Evered were outstanding at 270p, up 16, along with USM quoted Parkfield Groop which advanced 25 to 407p. Good	Property of the contract of th	Cross Yield Yield Retio
anoual results left Hunter 7 firmer at 294p, while Hepworth Ceramic ended 18 higher at 202p after the preliminary stetement. The Leisure sector displayed several bright features. First Leisure advanced 20 to 440p in a market short of stock, while Pleasurama gained 26 to 366p following the sale of its stake in Tyne Tees Television.  Armstrong Equipment's interim results were well received and the shares rose 9 to 131p.	190   F.P. 1844   194   190   190   190   197	0 2.3 3.8 17.2

#### FIXED INTEREST STOCKS

issue price £	Amount peld up	Latort Remuno. date	198 Nigh		Stock	Olosing price 2	+-
199,11 94,917	25 F.P. F.P. F.P. E30 NII F.P. F.P.	25 4   12/5   27/4   10/4   8/5   85/4   16/4   25/4	3514 3418 112p 130p 110p 10612 3418 123p 175p 105p 3512 2634	110 125 105 ee1 197 107 160 140	alAmerican Medical Intl. C& Una. Ln. 2011 Cantrovincial Esta. 11 £1at Mort Db. 2015 Controvincial Esta. 11 £1at Mort Db. 2015 Devenish U.A.) 4.5 £0m 8nd, Prof Devenish U.A.) 4.5 £0m 8nd, Prof Devenish U.A.) 4.5 £0m 8nd, Prof Hampton Tst. 11 £1 st. Mort Deb. 1225 elinter-Am Dov Bk 97 £1m 12015 D. Lawrence (W.) 5.5 £0m. Cnm. Red Prof. Nationwide Bidg. Soc. 12 £ £ 20087. Deventicied 72 £0m. £nw. £np. 7. 2006. Devenish 72 £0m. £nv. £np. 2016. Devenish 72 £0m. £nv. £np. 2016. Devenish 72 £0m. £nv. £np. 2016. Element Chad. 85 £0m. £nm. £np. 2018. Element Chad. 85 £0m. £np. 2018.	111p 130p 107p 1061; 341; 122p 1011; 175p	+ 12 + 13 + 16 + 11 + 44

#### RIGHTS OFFERS

issue	d up	Latest Renunc.	1986		Stock	prios Giose	+-
price	Amo	date	Nigh	Low		20	
200 101- 350 253 70 220 100 11p	NA MII F.P. MII NA NA NA NA F.P.	11/4 e/4 30/4 7/4 34/4	75pm \$12pm 410 45pm 11pm 100pm 54pm 712pm 149	360 35pn 5pn 58pn 48pn	Culiene Nidgs. 10p	75pm 30m 400 45pm 5pm 100pm 54pm 71pm 149	

Another firm performance by cruda oil prices, oncouraged by reports that Opec members bave provisionally agreed to production cuts, prompted renawed support for leading oils. Shell attracted persistent buying interest and gradually progressed to close 8 better at 768p, while BP touched 573p prior to ending the session a net 5 up at 570p. A downeturn in the bullion price and an easier trend in the Renuccieties date usually lest day for dealing free of stamp duty. B Figures based on prospectus estimates. g Assumed dividend and yield. F Forecast dividend cover on samings updated by lettest interim extensent. H Dividend and Yield based on prospectus or other official estimates for 1988. R Forecast annualized dividend, cover color prospectus or other official estimates. I indicated dividends: cover relates to provides dividend. Provest passed on issuest annual estimates. A process, or estimated annualized dividend rate, cover based on previous year's semings. I issued by tender. Colored holders of ordinary sharts are "hights." Ill introduction. "Issued by way of capitalisation. F Pasing price. St Reintroduced. It issued in connection with roorganization, morger or takeover. Mallotment price. & Unlisted securities merket. 21 Dealt in under Rule 535 (3). Control once Rule 635 (4) (e).

#### TRADITIONAL OPTIONS Last Last For Deal- Declara- Settleings ings tion ment Mar 17 Apr 4 June 26 July 7 Apr 7 Apr 18 July 10 July 21 Apr 21 May 2 July 24 Aug 4

For rate indications see end of Unit Trust Service Stocks favoured for the call included Tricentrol, United Spring and Steel, John Brown, George Wimpey, STC, BTR, David Dixon, Watson and Philip, Alexanders Holdings, Raine Engineering, Atlantic Resources, Readicut, Exco International, Wollcome, C. H. Bailey and Electronic Rentals. Puts were done in Plessey and Barciays Bank, No doubles were reported.

Bank. No doubles were reported.

**NEW HIGHS AND** 

LOWS FOR 1985/6

NEW HIGH5 (500)

BRITISH FUNDS (90), INT, ZANK AND OVERSEAS GOVT, STERLING ISSUES (11), CORPORATION LOANS (3), LOANS

#### Traded Options

Shell up again

The post-Budget session saw a livelier Options. Total contracts trans scted amounted to 25,716 com prising 20,909 calls and 4,807 puts. A further breakdown of the day's activity was unavail-able owing to continuing problems with the new computerised

A downeturn in the bullion price and an easier trend in the Financial Rand effectively choked off interest in the South African gold sectors of mining markets but diamond producers De Beers, up 15 at 510p, continued to attract persistent and often beavy support from London and the US, still reflecting hopes of a diamond price increase.

# NEW LOWS (16)

RISES AND FALLS YESTERDAY

	Rison	Falls	game
British Funds	100	11	2
Corpns. Dom, and Foreign Bonds	27	8	39
Industrials	520	722	754
Financial and Props.	285	581	228
Oils	12	29	77
Plentations	. 3	4	8
Mines	37	34	110
Others	60	85	41

.... 1.048 451 1.259

ONDON	TRADED	<b>OPTIONS</b>

LONDON TRADED OPTIONS															
			CALLS		. 1	STU		1		C	ALLS			PUTS	
nptio	n	Apr.	July	Dct.	Apr.	July	Oct.	Option		May	Aug.	Nov.	May	Aug.	Hov.
B.P. (*578)	550 600	78 37 14	96 57 23	106 85 30	14 67	90 42	18 50 52	P. & O. (*586)	420 460 560 550	110 70 45 22	123 85 53 55	98 78 45	8 e 11 38	0 7 83 47	12 28 48
(*493)	460 600	20	85 44 81	75 55	12 30	20 42	87 50	(*100)	160 120 200 220	44 e8 10	52 38 24 18	44 38 18	5 5 18 28	10 20 32	14 84 34
(*2 <del>94</del> )	860 260	57 20	63 50 37	0e 58 43	3 0 9	0 8 13	7 11 18	R.T.Z. (*582)	500 500 600 050	167 147 27 00	205 105 107 70	162 122 80	0 3 7 18	2 7 15 30	12 62 40
Com. Union (*304)	260 280 360	64 44 24 11	71 51 34 23	75 57 41 31	8 17	0 7 12 20	11 17 25	Vaal Reefe (*879)	60 70 80 90	221g 141g 51g	05 18 101 <sub>2</sub> 81 <sub>3</sub>	20 151g	84	5 81e	51 <sub>2</sub>
Cable &Wire (*660)	560 600 550 700	146 05 25 23	170 120 80 60	195 145 110 82	1 12 12 46	12 55 66	8 20 47 70	TR1122 1891 (*£108)	104 106 108	854 e	46g 5点 0数	8	0-4 0-4 1-5	0 6 0 5 1 6 1 6	15 216 318
nistillers (*633)	500 550 600 660	143 e3 47 14	145 05 53 18	87 55 25	11 <sub>2</sub> 4 22	11 <sub>2</sub> 11 <sub>3</sub> 10 52	13 37	TR) 13908/87  *£180	110 119 114 118 118 120	1055 834 078 5-18 435 514	1154 659 84 613 566	10% 8% 6%	000 000 144 144 0	044 156 244 54	156 16 256 046
G.E.C.  *128)	150 120 200 880	48 24 11	50 32 20 11	58 42 28 18	2 3 11 24	14	8 18	Option		Mar.	June	\$ept.	Mar.	nua 24.	Sept.
Grand Met. (*403)	360 527 355	108 81 05	120 100 72	105	1 9 5	28 7 12	32 9 18	Beecham (*386)	300 330 360	70 40 10	77 52 57	88 63 47	2 6	4 8 22	0 15 28
I.C.I.  *9891	550 900 950	150 160 67	172 122 20	190 140 107	18 4 5 17	8 10	25 25 26	Boots (*278)	940 260 260	52 18	42 34 e0	56 40 52	25 0	38 10 20	37 8 14 25
Land 5ec. (*318)	380 300	3é	67 48 55	20 54 40	35 112 8	87 44 15	55 62 7	8TR (*483)	420 460 600	05 24 —	85 52 56	60 65 42	2 -	8 20 38	10 25 45
Marks & Sp.	1 140	72	15	38	18	20	22	Base (*788)	700 750	90	105 100 65	170 130 88	2 -	8 12 82	10 82 40
[*208 <sub>]</sub>	120 120 200	52 39 17	59 39 29	66 46 34	0 5	6 10	10 15	8lue Circle (*651)	600 060	40   25	102 68	160 85	8	eo	15 27
Shelf Trans. (*768)	550 700 750	122 70 29	122 78 42	130 22 52	15 40	2 23 45	15 37 55	(*87.40) OKN	700 750	48 16	98 90 78	105 62 87	10 27	82 28 60	55 47 68
Trafgar Hse (*834)	300 330 360	38 16 7	45 22 14	50 38 20	5 16 30	2 20 34	14 26 32	(*358) Glaxo	300 350 360	94 94 0	01 00 22	68 50 50	8 2 13	11 24	10 16 28
Opaor		May	Aue.	Nov.	May	Aue.	Nov.	(*1027)	250 1000 1060		190 25 53	150 117 80	3 7 30	26 35 50	20 30 48
Brit. Aero (*568)	460 500 560 500	115 85 45 23	130 102 63 40	145 117 80 48	2 5 23 53	7 13 30 60	12 20 38 57	Hanson (*182)	155 160 160 188	48 35 18	64 69 e7	59 45 53	1	11 <sub>2</sub> 2	65 0 5 7
BAT Inde	350 360 390 480	87 57 85 80	100 80 66 55	110 87 65 45	3 5 10 25	20 20 39	8 15 25	Jaguar (*453)	390 460 460 500	67 87 8	75 52 33 20	85 66 48	112 15	11 ( 131 <sub>2</sub> 28	20 55
Sercieys  *562)			126 80 57	140 105 78	8 27	6 10 55	35 10 26 42	Thorn EMI (*A69;	390 420 460 500		102 72 42	32   117   90   60	1 2 5	57   9   80	7 10 30
Brt Telecom (*219)	250 220 240	\$5 15 5	31 20 12	57 26 12	11 25	7 10 28	0 20 31	Tesoo (*845)	280 300 350	68 48 18	75 56 35	40 1 62 43	1 2 5	57 J	7 16 27
Imperial Gr. (*355)	250 560 350	65 43 81	67 61 29	66 34	1 81g 9	5 0 12	0 14	Option	360   Mar	Apr.	May J		20	36	<del>4</del> 0_
LASMO (*143)	140 160 190 800 220	13 15 4 2	22 18 10 8	25 25 —	10 22 40 58 80	18 28 48 60 80	20 30 	FT-8E   14' (Index   15' *(1561)   15'   15'   15'	76 190 00 165 25 140 30 115 75 90	200 177 150 127 107	913 190 167	- 0	1 4 5 7 13	8 12	=
Lanrho  *284	220 240 260 250 300	58 42 53 22 13	75 58 43 31 18	64 48 38 22	11 <sub>2</sub> 3 7 14 25	21 <sub>2</sub> 5 10 12 27	7 14 91 29	166 166 166	00 07 25 48 50 30	67	82 1	67 2 40 8 24 4 07 10 60 20	17 52 27 57	23 08 37 66	\$5 44 50
					•			Futo '	.100 (	-14G C	4 ALUE	PECRIL	ty Prio	ė.	

11.80 83.66 +0.67 83.11 \_ i 2.00 & Opening Index 1660.3; 10 am 1660.1; 11 am 1658.8; Noon 1656.7; 1 pm 1655.0; 2 pm 1654.2; 3 pm 1655.2; 3.30 pm 1659.0; 4 pm 1659.1. † Flat yield. Highs and lows record, base dates, values and constituent changes are published in Saturday Issees. A new list of constitue is available from the Publishers, the Financial Times, Bracken House, Cannon Street, London EC4P 4BY, price 15p, by post 28p.

### WORLD STOCK MARKETS

ALISTRIA L CEDAMANY	
Mar. 19 Price + or Mar. 12 Price + or Mar. 12 Price + or Mar. 18 Price + or Mar. 19 Price	CANADA
Mar. 13	Sales   Stack   Negh   Law   Date   Date   Date   Sales   Stack   Negh   Law   Date
FRANCE    Price   Spa.   6, 199   6   6   6   6   6   6   6   6   6	\$300 Centri Tr \$18\1_16\1_2
Air Liquide	
Coffmeg	NEW YORK-now Junes Mar. Mar. Mar. Mar. Mar. Mar. Mar. Mar.
Derty	March   March   March   March   March   March   March   1385/86   Since Compilation   12   16   17   14   Srigh   Low   Since Compilation   18   17   14   Srigh   Low   Since Compilation   18   17   14   Srigh   Low   Since Compilation   18   17   14   Srigh   Low   Srigh   Low   Srigh   Low   Since Compilation   18   17   14   Srigh   Low   Srigh   Srigh   Low   Srigh   Low   Srigh   Low   Srigh   Low   Srigh   Srigh   Low   Srigh   Low   Srigh   Low   Srigh   Low   Srigh   Srigh   Srigh   Srigh   Srigh   Srigh   Srigh   Srigh   Sright   Srigh   Srigh   Srigh   Srigh   Srigh   Srigh   Srigh   Sright   Srigh   Sright   Srigh
Interior Course Course Light 155 Helecken 253,8 +2,8 (Price   +or Hitschia Credit 1,050 -40 SOUTH AFRICA	Transport 865.57 202.75 804.10 804.10 810.48 805.16 553.03 804.16 72.32 Credit Alticon (2/1/62) 115.90 118.17, 115.73 115.83 125.82(15/1/85)68.27 (2/41/85) (1/47/88) 87/7/23 BELGIUSI BUSINES 185.51 185.55 185.85 185.85 185.85 186.55
Matra 5.A     1,850   +2     +2     +2     +100     +2     +100     +2     +100   +100     +100	Trading val 148 a 2M.65 182 a 111 a 218.25
Modified: 195.9 -0.5   Oce Grinten   195.9	STANDARD AND FORMS   STANDAR
Printemps (Au.)	March   Blanch   Bl
Valeo 660 West Utr Bank 49.4	Chapterine 236.38 225.78 234.57 236.55 231.10 237.55 183.88 238.55 4.48 147.50 (147.376) 447.65 (147.376) 44
NOTES—Prices on this page are se quoted on the individual Consolidated Pet 0.15 Molini Cham	Fab
OVER-THE-COUNTER Nasdaq national market, closing prices	Leng Sev Bond Yeld
Stock Sales High Low Last Chay Hinds) (Hands) (Hands)	Blanch   March   Mar
Continued from Page 39  RoadSv 1.10 735 4014 4015 14 Spectra 75 Spectra 77 190 94 97 95 95 154 14 185 185 185 185 185 185 185 185 185 185	NYSE-Consolidated 1500 Actives  Sweden Jacobson & P (51/12/58) 1575,78 1956,10 1969,72 1935,55 1975,76(8)/5/65 1296,82 (9/7)  Sweden Jacobson & P (51/12/58) 1575,78 1956,10 1969,72 1935,55 1975,76(8)/5/65 1296,82 (9/7)
Parton 71 54 51-18 516+	East Air 2,724,008 836 and ATT 1,548,508 22.76 36 Devise Barrier, 1973 112209 97.0 07.0 07.0 07.0 07.0 07.0 07.0 07
PegGld 00 113 7 9 9 5 5 5 1161 20 29 29 1 Stratus 2556 12 18 180 V V	March   1,561,488   13%   + % An Med let 1,863,406   22%   + 1
Pentars 220 55 363a 353 350 4 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	Match & Mish:  Compacine  2.36.3. 2.32.5. 2.32.5. 2.32.5. 1273/56 1248.5 1248.5 124
Powell 45 2/4 2/3 2/4  Powell 45 2/4 2/4 2/4  Powell	LONDON (in pence unless otherwise indicated)  Some business travellers
Purified 40 3 39½ 39½ 1½ 50nsor 65 820 89 89 89 89 89 89 89 89 89 89 89 89 89	RISES   Nativest   888 + 33   Parkfield   407 + 25   Con 9% 2000 A   627% + 21%   Sale Triney   280 + 20   Sale Triney   280 + 20   Access Sate!   88 + 21   Scol & Newcas   218 + 12   Armstrong Eq   131 + 9   Tern   57 + 6   DRG   286 + 23   Wimpey   188 + 21   Duport   92 + 12   Evered   270 + 16   Tr 21% 1L '16   E89% - 1%   Glynwed   338 + 11   Dubiliter   192 - 16   Harris Queen   268 + 13   Ferranti   148 - 6   Laing (J)   387 + 15   Legal & Gen   783 - 29   Meyer Intl   257 + 11   Rentokil   155 - 18   Second Residuel
RediC: 955 24 1/8 21 4 5 5 5 5 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	
Reuter 1.50 89 131, 124, 124 27 5 5 411 20 199 199 19 199 19 199 19 199 199 199 1	FINANCIAL TIMES  For an increasing number of decision-makers worldwide, the best possible start to the business day is the Financial Times.  The earlier it is in your hands, the greater value it is to you as

# Get your News early Eine Zeitung erst mittags geliefert, hat für Sie nur den halben Wert. Damit Sie Ihre Financial Times noch vor Geschäftsbeginn erhalten, haben wir unseren Botendienst in Ihrer Stadt weiter verbessert. Einzelheiten erfahren Sie von Financial Times in Frankfurt.

S ANDRUS 3

## in Stuttgart Rufen Sie die AbonnentenAbteilung an.

Telefon: 069/7598-0 The Financial Times (Europe) Ltd. Guiollettstraße 54 6000 Frankfurt/Main 1

EUROPE'S BUSINESS NEWSPAPER

London, Frankfurt, New York

#### Staying in ISTANBUL?

Complimentary copies of the Financial Times are now available to guests staying at the following hotels in Istanbul:

DIVAN-HILTON-SHERATON



### NEW YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES

每时间记忆的感光中们只要要不可能处理不是有话的不可能说的正式……所谓我们的不是不要的话,也不要的说法,也不是我们不是一个人,我们可以可以说话,这一句话,这一句话 19 Gentle 20 | Gentle 3.5 10 3.9 1 7 20 30 1 | Section | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 | 1985 NBO a 1.88

NBI I 52 9.

NBI I 52 9.

NLI I 6d 20.

NLI I 401 334 621 164 7875 526 109 307 1192 17 328 438 18 15 20 31 31 38 46 9 230 103 1505 5850 1128 446 546 152 78 289 118 239 118 254 125 776 284 125 776 329 63 329 63 347 8 | Common | C Chity Til. 82
Curvills 2
Curvills 2
Curvills 2
Curvills 2
Curvills 3
Curvills 3
Curvills 4
Curvills 5
Curvills 5
Curvills 5
Curvills 5
Curvills 5
Curvills 6
Curvills 7
Curvills | Secretaria | Sec NOSIPP 652 52 58 10
NSPW p13 80 87
NSPW p13 80 87
NSPW p14 11 9.1
NSP p10 36 99
NSPW p18 80 8.7
NSPW p10 36 99
NSPW p18 80 8.7
NSPW p10 36 99
NSPW p12 50 10.
NWIP p12 36 10.
NWIS p15 24e 10.
NWIS p Anscrip
Aniog
Anchori 46
50726
Anchori 46
Anthous 20
Antho | SENSTRUCT | SE 14 8 % PRIVER SABAGATAN TATAL SABAGATAN SARAN SABAGATAN Continued on Page 39

NYSE COMPOSITE CLOSING PRICES	AMEX COMPOSITE CLOSING PRICES
A	Such in V 200 in the Company of the
The control of the co	
AMSTERDAM/DELFT/EINDHOVER	Carseys: 327 20% 20% 20% 20% 20% 20% 20% 20% 20% 20%

### FINANCIAL TIMES WORLD STOCK MARKETS

**WALL STREET** 

### Unsettling oil worries resurface

US FINANCIAL markets were unsettled yesterday by worries over oil prices, a downgrading in Federal estimates of GNP, and poor profits news from the technology sector, writes Terry Byland in New York.

Bonds opened sharply down on over-night selling pressures from Japan, and some initial support for stock prices faded away before mid-session.

Lacking firm news from the Geneva meeting of Opec ministers, traders kept a close eye on US futures markets for crude oil, stock indices and bonds. The revision in official GNP growth estimates for the 1985 fourth quarter from 1.2 per cent to 0.7 per cent was inside the range of market forecasts, but a further indication of a sluggish economy.

Stock moved narrowly throughout the session, rallying in the last half hour from a bout of futures-orientated selling. The Dow Industrial Average ended a net 1.92 points down at 1787.95, on heavy NYSE turnover of 151.4m shares.

Bonds remained weak, with the municipal sector unsettled after a major trader suspended operations for two hours because of the continued uncertainty

1200

1000

800

**DJ** Industrials

**DJ** Transport

S&P Composite

**DJ** Utilities

FT Ord

FT-SE 100

FT-A 500

Tokyo SE

AUSTRALIA

All Ord.

AUSTRIA

BELGIUM

CANADA

Metals & Mins.

Credit Aktien

Belgian SE

Montres:

DENMARK

FRANCE

**CAC Ger** 

WEST GERMANY

FAZ-Aktien

HONG KONG

Hang Seno

Banca Comm.

NETHERLANDS

ANP-CBS Gen

ANP-CBS Ind

NORWAY

Oslo SE

SINGAPORE

Straits Times

**SOUTH AFRICA** 

JSE Industrials

Madrid SE

SWITZERLAND

Swiss Bank Ind

MS Cepital Int'l

Silver (spot fixing)

Oil (spot Arabian Light)

Copper (cash) Coffee (Mar)

ŞWEDEN

WORLD

(London)

Zürlich

Paris (fixing)

Luxembourg

ITALY

TOKYO

FT-A All-share

FT Gold mines

FT-A Long gilt

Tokyo New Stock Exchange Jan 4,1968-100

1932

STOCK MARKET INDICES

805.57

185.01

235.60

807.79

£89.65

318.1

558.0

115.90

1983

Previous

1,787.95 1,789.87 1,271.09

802.75

186.50

235.78

1,374.6

799.32

581.47

317.4

14.476.54 14.639.32 12.478.0

1.753.10 1.168.40 1.003.01

1,124.6

116.17

3,417.09 3,382.7 2,302.82

2,360.70 2,342.8 2,084.0 2,996.60 2,984.9 2,621.9

1248

2,095.3 2,073.3 1,217.1

1,559.94 1,561.72 1,300.97

649.45 654.53 273.50

261.0

248.7

354.63 353.81 314,82

1,180.1

150.10 148.99 111.91

1,975.76 1,956.10 1,430.43

578.0

298.8

£988.50 £1.003.00

\$350.80 \$350.30

385.55n

March 19 \$347.75

\$347.00

\$351.77

\$348.85

£2,410.00

569.66 570.29

1,540.57 1,530.66

239.16 237.62

691.27

250.4

579.8

300.0

COMMODITIES

GOLD (per ounce)

550.8 476.7

177.62

164.6

862.5

430.9

196 ()

392.25p

n/a

£2,450.00

\$350.50

\$351.25

S353.41

\$351.05

9 57

1.659.8 1,644.4

LA KEY MARKET MONITORS

1984

603.30

148.70

179.54

1,001.9

1,304,7

620.92

677.82

517.7

1985

SFr

Guild

Lira

over the taxation outlook for state and local funding.

Technology stocks took widespread falls behind Burroughs, which tumbled hy \$3% to \$64% after the board warned of "poor" first quarter earnings, "not in-significantly below" last year's \$1.08 a

This latest sign of difficult times in the computer and technology markets tended to confirm Wall Street's apprehensions. IBM fell \$% to \$151%, and Digital Equipment plunged \$3% to \$160%. At \$76, Honeywell lost \$1%.

But the Dow average was sustained hy firmness in the Detroit motor issues after Nissan Motor increased its US prices. At \$84%, General Motors added 5% with heavy turnover confirming the rise in the stock earlier this week. Chrysler, with its small cars directly competitive with the Japanese manufac-turers, jumped \$1% to \$43%, while Ford surged hy \$2% to \$76.

Defence-aerospace stocks did well, with the exception of General Dynam-

ics, which eased \$1 to \$834. There was support for McDonnell Douglas, up \$1 at

\$86, and for Lockheed, up \$11/4 at \$57. Oils continued to respond with caution to the likelihood that OPEC will stem the fall in world oil prices. At \$55%, Ex-xon eased by \$%, while Chevron gained \$% to \$37% and Atlantic Richfield \$% to

Airlines, on the other hand, moved up smartly with some investors unconvinced that OPEC will succeed. United gained \$1% to \$55%, and American \$1 to \$50%. There was heavy turnover in Eastern Air Lines, although the stock remained unchanged at \$8%. TWA eased

1988

3.3475

262.0

2.805 3.775

1,528.0 2,274.75 2,257.5

2.0545

4% 4%

7½ 7¾° 7.15° 6.515°

101 1/2 7.21 101 1/2 7.21

1051% 7.724 1052% 7.649

7.826 10724/32

7.996 1142 1

7.71

7.53

7.30

7.60

a.34

D

+0.01

0

-0.03

6.75

Price Yield 101% 9.85

108

108% 9.70

2.7825

3.75

2.05

4% 4% 12

**CURRENÇIES** 

2,249

175.0

1.8835

2,538

45.95

1.3886

**US BONDS** 

Price

114%

147.70

141.04

143.24

171.52

errill Lynch

Day's change

+0.07

-- 0.04

+0.02

+0.49

Yield

8.85

6.75

8.21

9.70

10.20

96-09 95-20 95-12 95-25

93.74 93.74 93.70 93.72

93,08 93.08 93.03 93.05

123-18 123-20 121-02 120-10

92.77 92.71 92.72

133.05 +0.04

March 19'

Price 101%

108

10% Msy 1993 101.21 10.25 101.21 10.25

12% Dec 2012 113% 10.53 113% 10.53

FINANCIAL FUTURES

Lalest

92.74

US DOLLAR

1.8955

2.5515

1,537.0

45.25

1.3895

3-month USS

6-month US\$

Euro-currencies (3-month offered rate)

DM

11S Fed Funds US3-month CDs US3-month T-bills

Treasury

9%

1-30

1-10

10% Juns 1990

3% July 1990

10% Mar 1993

10% May 2013

Diamond Sharnrock

Federaled Dept Stores

US Treasury Bills (MM)

Three-month Eurodollar

Certificates of Deposit (ISM)

\$1m points of 100%

\$1m points of 100%

\$1m points of 100%

£50,000 32nds of 100%

tight to content tight of the same and a second to the same of the same of the same

LONDON

20-year No

June

June

1993

2016

Chemical issues, beneficiaries of a weaker dollar, edged forward, led by Monsanto, up \$% at \$60%. The weak feature was Du Pont, which fell \$1% to \$74% on profit-taking after its recent rise.

In pharmaceuticals, Eli Lilly bounded by \$7% to \$67% in heavy trading after Goldman Sachs tipped its new Prozac drug as a potential winner. Warrants for Lilly stocks also bounded sharply.

The rest of the drug sector was overshadowed by the activity in Lilly and showed minor losses.

A spate of earnings reports from the retail sector featured Toys "R" Us, the specialist toy retailer, down \$\% at \$39\% on the annual profit figures.

Chase Manhattan, which is selling its Visa Travellers cheque operations to Barciays Bank of the UK, eased by \$% to \$43%. The rest of the hanking sector was firm. Insurance stocks moved ahead after widespread comment on the rising costs of insurance in the US.

In the credit markets, short-term rates remained motionless as the market appraised the chances for any further easing in Fed credit policies at present. Federal funds stood at 71/10 per cent.

Losses in the bond market ranged to nearly half a point after early selling from the Far East dried up. With the slide in oil prices now in question, longterm yields have returned to nearly 8 per cent.

TOKYO

### Drop in yen triggers sharp fall

THE SHARP plunge of the yen against the dollar forced share prices to tumble in Tokyo yesterday, writes Shigeo Nishi-

Recently favoured public work and domestic demand-related issues fell on a wide front. Only some hiotechnologyrelated and speculative issues gained ground. The Nikkei average lost 162.78 to 14,478.54, its largest one-day decline this year. Volume fell to 736m shares from Tues-

day's 1.14hm as huying interest faded in the face of sharply falling prices. Declines led advances by 636 to 242, with 108 issues unchanged.

The precipitous fall of some favourites was attributed mainly to the yen's sharp fall in Tokyo after the Bank of Japan's yen sales on the New York currency market on Tuesday and to growing prospects that Opec would decide on production cuts at its Geneva meeting.

However, large securities houses ruled out the possibility of a further sharp fall in share prices, ascribing the decline to a bout of profit-taking.

Among domestic demand-oriented stocks, electric and gas utilities tumbled across the hoard, with Tokyo Gas losing Y11 to Y393 and Tokyo Electric Power Y100 to Y3,500.

Stocks with "hidden assets" also eased on a broad front. Mitsuhishi Estate shed Y30 to Y1,560, Tokyu Land Y21 to Y479 and Nippon Express Y25 to Y783.

Large private electric-rail stocks, which had attracted buyers on hopes of higher earnings due to urban redevelopment, lost ground. Keisei Electric Railway relinquished Y21 to Y515, Tohu Railway Y29 to Y563 and Tokyu Y48 to Y820. Sumitomo Chemical, most active with

28.9m shares traded, gained Y7 to Y292. It drew strength from news that the company had developed a method of mass-producing agricultrual drugs using microbes.

Among the hiotechnology-related stocks favoured, Kuraray gained Y70 to Y1,620, Chugai Pharmaceutical Y70 to Y250 and Shionogi Y30 to Y1,010.

Bond prices eased as securities houses scurried to sell bonds in response to the yen's plunge and the uncertain outlook for crude oil prices. The yield on the bellwetber 6.2 per cent government bonds due in July 1995 soared to 4.960 per cent from Tuesday's 4.830 per cent.

The yen's sharp fall led securities houses to decide that prospects were hleak for a third cut this year in the central hank's discount rate.

But huying interest revived later when Mr Satoshi Sumita, Bank of Japan Governor, suggested that another cut might be forthcoming. His remark sent the yield on the benchmark hond down close to 4.910 per cent on the over-thecounter market.

#### SOUTH AFRICA

CONSUMER stocks, buoyed by Monday's hudget, moved into the limelight in Johanneshurg.

Leading industrial group Barlow Rand which has diversified consumer components added 35 cents to R18.50 while sugar group Tongaat Huletts was 15 cents firmer at R8.

Gold shares benefited from a sharp fall in the rand: Buffels picked up R1 to R77 while Driefontein held steady at R54.50 Among other mines, De Beers added 90 cents to R22 and Rustenhurg Platinum added firmed R1 to R22.75.

#### CANADA

DESPITE WEAKNESS in gold and oil stocks, Toronto made good progress. Turnover was inflated by sales of 7.2m Cadillac Fairview Class B preferred

shares at C\$10% and 4m Lochiel Exploration Class A shares at 3% cents. Gulf Canada, with bid designs on Hiram Walker Resources, eased C\$1/4 to

C\$16% while the target company jumped C\$2¼ to C\$30¼. Industrials led the rally in Montreal.

EUROPE

### Record run finds fresh impetus

EUROPE caught Wall Street's contagious hullishness yesterday as France, Belgium and Sweden rose to records for another session.

News that Gaullist leader Jacques Chirac had been asked to lead a rightwing government boosted confidence in Paris where the CAC General index put on 7.1 to a record 332.7.

Star performer was Radiotechnique which rose 17 per cent from FFr 705 to FFr 825. Thomson-CSF advanced FFr 71 to FFr 1,050, a rise of around 7.7 per cent and, after registering a FFr 130 gain in the previous two sessions, CIT-Alcatel added another FFr 180 to FFr 2,125.

Cement group Lafarge Coppee was FFr 65 higher at FFr 1,225, while in the foods sector, BSN added FFr 220 to FFr

Those to decline included Avions Dassault, FFr 40 off at FFr 1,150 and Lesieur, FFr 28 down at FFr 870. Continued optimism over a further

drop in interest rates combined with an active start to the 15-day forward trading period to push Brussels higher.

The Belgian Stock Exchange index peaked at 3,417.09 after a rise of 34.39.

Electrical holding groups were strong. Electrafina rose BFr 80 to BFr 8,040, Electrohel gained BFr 400 to BFr 14,500 and Tractionel added BFr 80 to BFr

Asturienne, the investment house specialising in minerals, property and venture capital which announced a 10 per cent increase in its dividend, rose BFr 84 to BFr 1,170. The share is now at the ton of its 1985–86 trading range.

In hanks, Kreditbank added BFr 675

to BFr 14,200 as it songht to catch up with the rest of the market and Genéralé de Banque was steady at BFr 5,600, unaffected by the arrest of one of its employees who is alleged to have been making a market in fictitious share

The third consecutive record in Stockholm came on the back of confidence in the outlook for the country's economy and another fall in credit market yields. Skandia put on SKr 13 to SKr 448, Alfa Laval SKr 8 to SKr 290 after Tues-

day's higher results, and Saab-Scania SKr 15 to SKr 600. Frankfurt bounced back as foreign and domestic investors snapped up bargains after Tuesday's lower session.

Export-dependent industries gained from the stronger D-Mark. Among car issues VW added DM 22 to DM 585 on speculation it planned extra shifts to meet heavy demand, Daimler DM 17 to DM 1,333 while Porsche and BMW were both marked down, the former DM 6 to

DM 1,199 and the latter DM 8 to DM 520. Metals producer Degussa rose DM 17

to DM 462 or a higher dividend and little changed earnings while Klöckner added DM 8.50 to DM 100.50 on its first profit

in 10 years. Nixdorf added DM 20 to DM 580, re-

covering Tuesday's DM 18 drop caused by the sudden death of the founder Heinz Nixdorf. The company later strongly denied market rumours that Philips of the Netherlands or VW were about to take over Nixdorf.

Bonds eased by around 25 basis points. The Bundesbank hought a sizeable DM 148.8m worth of paper compared with DM 35.8m in the previous

The profit-taking pressure continued to pinch Milan as stocks fell for the sec-

ond day.

Banks and insurance stocks moved against the trend with Generali L3,000 ahead at L112,000 while Mediohanca

picked up a further L3,000 to L193,000. Fiat was particularly active but closed L60 down at L10,150. The transport group announced plans to re-employ 5,500 workers and staged a smart recov-

ery in after-bourse trading. Madrid had another lively session with the bourse Index adding 1.11 to

Banks were particularly active with Banco Hispano and Banco Popular each rising 15 percentage points to 355 and 925 per cent of nominal value, respec-

Leading industrials set the pace in Oslo although the Opec impasse tended to dampen sentiment. Norsk Data picked up NKr 1.50 to NKr 450 while Norsk Hydro held steady at NKr 139.50 after optimistic hoard comments on a Canadian magnesium project. Borregaard jumped NKr 12.50 to NKr 385 and Christiania Bank was NKr 14 lower at NKr 152.50

despite record results. Amsterdam moved slightly higher as investors remained cautions ahead of local poll results. Strong huy recommendations from hanks and investment institutions pushed Royal Dutch FI 1.90 higher to FI 186.20 while Philips added 50 cents to Fl 63.20 on increased earnings expectations.

Most bonds rose around 10 to 30 basis

Zurich nudged higher as banks met steady demand hut closed below their earlier highs.

#### **AUSTRALIA**

MILD profit-taking developed in Sydney after its recent record setting form. The All Ordinaries index eased 1.4 to 1,123.3.

BHP fell 4 cents to A\$8.36 after touching AS6.34 while its suitors were mixed. Bell Resources held steady at A\$5.20 after an early 2 cent fall while its parent Bell Group was 4 cents cheaper at

CRA benefited from heavy overseas huying and finished 8 cents higher at AS6.70 while Bougainville firmed 14 cents to A52.70 on strong foreign huying Aberfoyle added 20 cents to A\$8.50.

Media stocks were mixed with News Corporation retreating 80 cents to AS16.40 after Tuesday's impressive

LONDON

### **Budget gets** vote of confidence

A VOTE of confidence was given to the hudget yesterday hy both domestic and foreign investors.

The London gilt market hordered on euphoria as the Bank of England signalled approval of lower interest rates. Money market dealing rates were cut by a full percentage point and the clearing hanks soon followed suit forcing lending rates down to 11% per cent.

Profit-taking in the hond market had little impact as sales were absorbed by

eager huyers. Aggressive huying through the session and into after hours trade left longs 21/2 points higher. Equities displayed similar enthusiasm with the FT Ordinary index catapulted 14.9 higher to a fresh record of 1,389.5.

Internationals proved one of the few weak spots following the 5 per cent ADR tax and fears that this could repel foreign huyers. Life insurers were also dull. Among the sparkling banks, NatWest jumped 33p to 888p, Lloyds was 23p up at 833p, Barclays was 10p higher at 555p

and Midland settled for a 5p rise to 505p. Legal & General dropped 29p to 783 while Ahhey Life was 4p cheaper at

203p.
Chief price changes, Page 37; Details
Page 36; Share information service,
Pages 34-35

#### **HONG KONG**

FURTHER SELLING by foreign fund managers induced a weaker tone in Hong Kong. The Hang Seng index dipped 1.78 to 1,559.94 after an early gain of over 8 points.

The continued strong showing of leading overseas bourses prompted the fresh decline while the weak Hong Kong dollar proved a further discouragement.

Declines of 10 cents were recorded by Cheung Kong at HK\$18, China Light at HK\$15, Hutchison Whampoa at HK\$24.30 and Sun Hung Kai Properties at HK\$10.70.

Rises of 5 cents were made by Hong-kong Electric at HK\$8.30 and Hongkong Bank at HK\$7.80. Sung Hung Kai Company eased 2 cents to HK\$1.03 ahead of results.

:--:

•

E tere

SINGAPORE

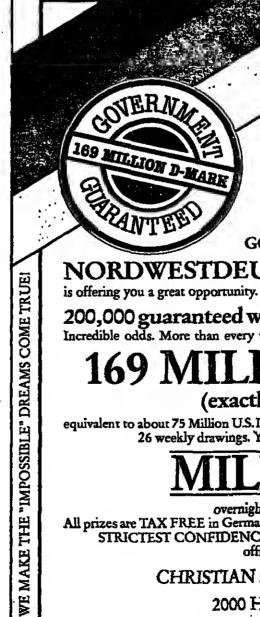
SPORADIC hargain-hunting featured in a listless Singapore that trimmed 1.84 off the Straits Times industrial index to

569.66. Turnover rose slightly to 8.6m. Singapore Airlines remained the most active with 822,000 shares traded and closed steady at S\$6.40.

Sateras Resources, also very active, fell 2 cents to 38 cents while OCBC held steady at S\$6.05 on high turnover.

YOUR MILLION-DM CHANCE RECURS EVERY FRIDAY FOR

26



### INCREDIBLE BUT TRUE.

Germany's old established GOVERNMENT GUARANTEED State Lottery, the

NORDWESTDEUTSCHE KLASSENLOTTERIE is offering you a great opportunity. Next lottery will start in April 1986 and will last for 6 months.

200,000 guaranteed winners out of only 500,000 tickets sold. Incredible odds. More than every third ticket a sure WINNER. Our total payout is more than

### (exactly: DM 169,667,000.--)

equivalent to about 75 Million U.S. Dollars. Imagine, with every TICKET you buy you participate in 26 weekly drawings. You have 26 WINNING CHANCES to become a

overnight. We have made many Millionaires. All prizes are TAX FREE in Germany. Any prize amount will be paid immediately in any currency. STRICTEST CONFIDENCE. Do not delay - Order your ticket(s) today from your official accredited Lottery Agent:

CHRISTIAN SCHIPPMANN, P.O. Box 70 15 69

2000 Hamburg 70, West Germany.

15 \$ and £ prices are subject o rate of exchange. rices for all 6 classes including air tall postage and winning list after selt class. No additional charges.	Please fill in number 1/1 ticket(s) 1/2 ticket(s) 1/4 ticket(s)	£ 217, £ 112,	or or	US \$ 335,— US \$ 172,—	or or	DM 378,-	each	Valid only
Mr./Mrs./Miss			_			<u> </u>		4
Street								er l
City	<u> </u>					·	<u> </u>	. <b>6</b>
Country		<u> </u>	- <sub>K</sub>	indly enclose o	chea	ue with your	order	Të ina